

AMERICAN NURSERYMAN

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

FEBRUARY 1, 1952



Pinus Mugo Pumilio

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FLOWER—GRASS—VEGETABLE

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Free catalog "Seeds for Nurserymen."

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Vol 95

ROSES

CALIFORNIA-GROWN

Our roses are northern California-grown, now available for shipment from Shenandoah. They were carefully grown, well sprayed during the growing season and dug only when well ripened. All are carefully graded under our personal supervision, and with our exceptional facilities for storing and handling of roses, we are in a position to supply first-class plants which give satisfaction.

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	Per 100
American Pillar	
No. 1	\$50.00
No. 1½	40.00
No. 2	30.00
Blaze	
No. 1	60.00
No. 1½	50.00
No. 2	32.00
Climbing American Beauty	
No. 1	45.00
No. 1½	35.00
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No. 1	35.00
No. 1½	25.00
No. 2	20.00
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No. 2	18.00
Dr. Van Fleet	
No. 1	45.00
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Excelsa	
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No. 1	35.00
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	Per 100		Per 100
Amelie Gravereaux		Grootendorst Supreme	
2 to 3 feet	\$60.00	2 to 3 feet	\$60.00
18 to 24 inches	55.00	18 to 24 inches	50.00
12 to 18 inches	45.00	12 to 18 inches	40.00
Belle Poitevine		Hansa	
2 to 3 feet	50.00	18 to 24 inches	50.00
18 to 24 inches	40.00	12 to 18 inches	40.00
12 to 18 inches	30.00	Mrs. Anthony Waterer	
Carolina		2 to 3 feet	60.00
2 to 3 feet	50.00	18 to 24 inches	50.00
18 to 24 inches	40.00	12 to 18 inches	40.00
12 to 18 inches	30.00	Rugosa Rubra	
Dr. Eckener		2 to 3 feet	60.00
2 to 3 feet	60.00	18 to 24 inches	50.00
18 to 24 inches	55.00	12 to 18 inches	40.00
12 to 18 inches	45.00	Sarah Van Fleet	
F. J. Grootendorst		2 to 3 feet	60.00
2 to 3 feet	60.00	18 to 24 inches	55.00
18 to 24 inches	50.00	12 to 18 inches	45.00
12 to 18 inches	40.00	Sir Thomas Lipton	
Grootendorst Pink		2 to 3 feet	60.00
2 to 3 feet	60.00	18 to 24 inches	50.00
18 to 24 inches	50.00	12 to 18 inches	40.00
12 to 18 inches	40.00	Skyrocket (Wilhelm)	
		2 to 3 feet	60.00
		18 to 24 inches	50.00
		12 to 18 inches	40.00

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We are offering the following Roses under license from patentee, and it is understood and agreed that they are FOR SALE AT RETAIL ONLY, at prices specified.

PATENTED HYBRID TEAS

- ***Applause
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- ***Capistrano
- ***Charlotte Armstrong
- *****Fred Howard
- *****Helen Traubel
- **Mary Margaret McBride
- **Mirandy
- **Mme. Chiang Kai-shek
- **Nocturne
- *****Peace
- **San Fernando
- *Santa Anita
- ***Sutter's Gold

PATENTED CLIMBERS

- ****Climbing Peace
- ***Dr. J. H. Nicolas

PATENTED FLORIBUNDAS

- *Betty Prior
- *Geranium Red
- *Holiday
- ***Lavender Pinocchio
- **Masquerade
- *Permanent Wave
- *Pink Bountiful
- *Pinkie
- *Pinocchio
- *World's Fair

Wholesale Prices Patented Roses

	Each	Each	Each
	10 to 20	20 to 100	100 to 250
*Varieties	\$0.90	\$0.75	\$0.70
**Varieties	1.00	.87½	.80
***Varieties	1.10	1.00	.95
****Varieties	1.25	1.12½	1.05
*****Varieties	1.40	1.25	1.20
	1.50	1.37½	1.30

For a more complete listing, refer to our Spring Trade List.

One of America's Foremost Nurseries



ESTABLISHED 1875

Mount Arbor Nurseries

• SHENANDOAH IOWA •

AMERICAN NURSERYMAN

[Registered U. S. Patent Office]

The Nurseryman's Forte: To Make America More Beautiful and Fruitful

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CONTENTS

Chicago Attendance at All-time High.....	7
N. L. N. A. Hears Merchandising Ideas.....	8
Joint Sessions at New York City.....	9
By Marie M. Enberg.....	
* Maryland Association Award to Gude.....	10
By Robert S. Johnston.....	
Wild Heads Western Association.....	11
By John J. Pinney.....	
Kansas Group Elects.....	12
By John J. Pinney.....	
Missouri Meeting.....	12
By Robert L. Eggers, Secretary.....	
Iowa Enjoys Large Attendance.....	13
By Clyde H. Heard, President.....	
Oklahomans Discuss Tax Problems.....	15
By Betty H. Prim.....	
Indiana Conference at Purdue.....	16
By Harold J. Bohling, Secretary.....	
Your Business—Today and Tomorrow.....	18
By R. P. White, A. A. N. Executive Secretary.....	
Plant Notes Here and There.....	26
By C. W. Wood.....	
Varied Topics at North Carolina.....	34
By Jesse M. Rawson.....	
Oregon Landscape Short Course.....	58
By Edward M. Watanabe.....	
Editorial.....	6
—Trading Knowledge.....	6
—Plant Names.....	6
—Watch the Closing Date.....	6
—Check Up Machinery.....	6
George Welch Named Mount Arbor President.....	14
Cincinnati Anniversary.....	24
Godin Elected Officer.....	36
Coming Events.....	38
—Meeting Calendar.....	38
—Ohio Roadside Course.....	38
—Lake County Nursery School.....	38
Lake County Meeting Held.....	39
Cover Illustration.....	40
—Pinus Mugo Pumilio.....	40
Obituary.....	41
—C. Howard Andrews.....	41
—Henry F. Bulpitt.....	41
—Harry B. Edwards.....	42
—H. E. Krause.....	42
Deny Express Rate Raise.....	42
Connecticut Election.....	48
Mail Order Meeting.....	51
California Association of Nurserymen.....	54
—Redwood Empire Meeting.....	54
—Centinela Holds Party.....	54
Washington State Notes.....	55
Peninsula Meeting.....	56
Warning on Insecticides.....	69
Idaho Garden School.....	76
Chicago Meeting Notes.....	81

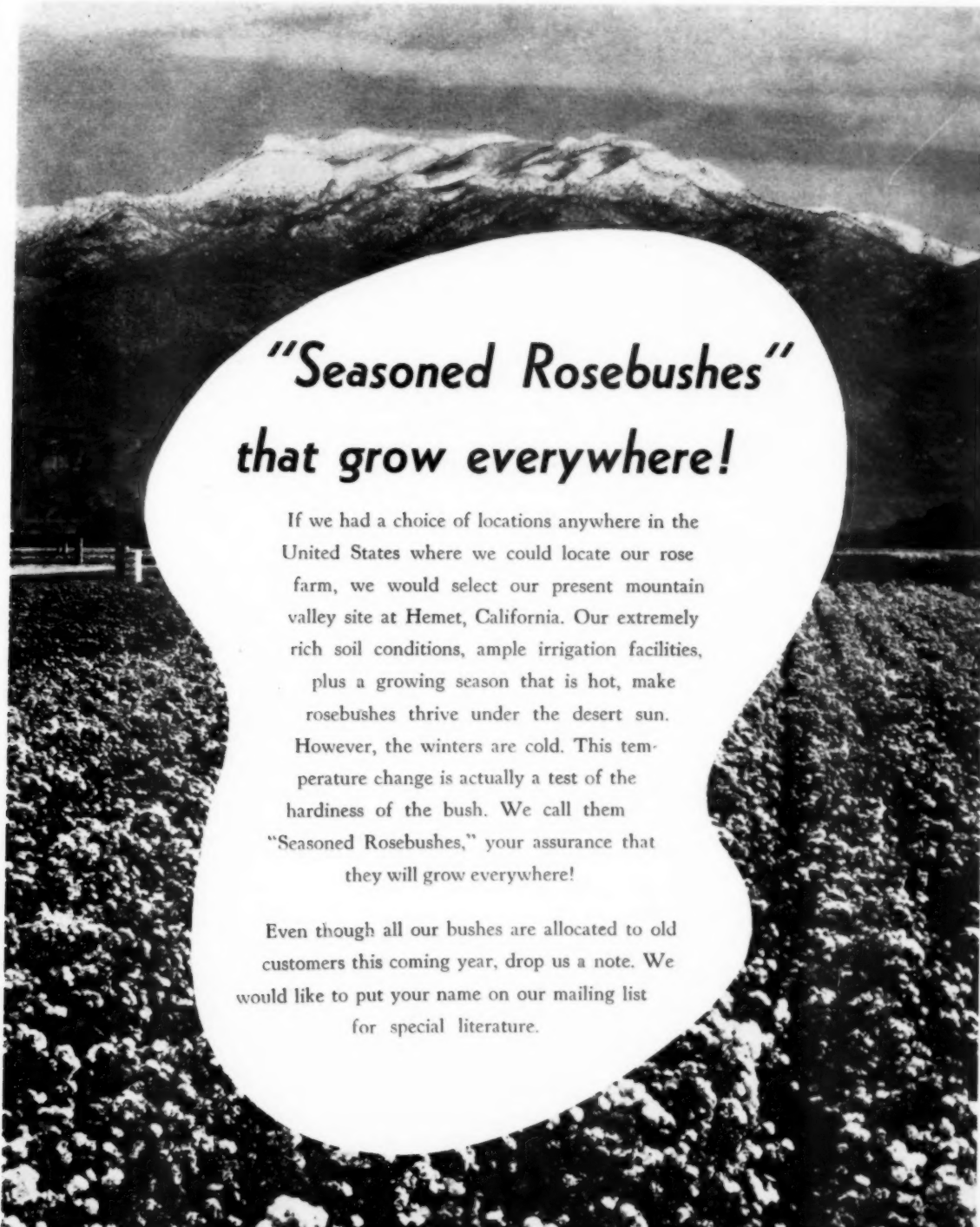
INDEX TO ADVERTISERS

Alanwold Nursery	58	Gey Band & Tag Co.	82	Overlook Nurseries, Inc.	46
Allen Co.	78	Glen Saint Mary Nurseries Co.	47	Owen & Son, T. G.	46
Allis-Chalmers Mfg. Co.	25	Gorton Mfg. Co.	80	Ozarks Plant Farms, Inc.	48
American Bulb Co.	52	Greene Nursery & Landscape Co.	48		
American Florist Supply Co.	80	Grootendorst & Sons, F. J.	51		
American Landscape School	82	Gro-Quick Sales	81		
American Steel Band Co.	73	Growers Exchange, Inc.	27-35		
Ammon, A. G.	53	Growers Sign Service	29		
Andrews Nursery Co.	44				
Archias' Seed Store Corp.	76				
Arp Nursery Co.	45				
Arlenburn Nursery, Paul	46				
Atkin's Sons, L.	75				
Atlas Supply Division	74				
Auto Sickle Co.	78				
Auto Specialties Mfg. Co.	79				
Ayer-Line Industries, Inc.	61				
Bacon & Son, Edward	53				
Bagatelle Nursery	26				
Bailey Nurseries, J. V.	44				
Bartlett Mfg. Co.	71				
Berryhill Nursery Co.	42				
Blackwell Nurseries	46				
Boblink & Atkins	30				
Bond Equipment Co.	52				
Boulevard Nurseries	75				
Boxwood Gardens	46				
Boyd Nursery Co., Inc.	43				
Brimfield Gardens Nursery	39				
Broadway Mch. & Mfg. Co.	74				
Brookdale-Kingsway, Ltd.	51				
Brookfield Gardens	26				
Brookville Nurseries	26				
Brown Bros. Co.	30-52				
Brown Deer Nurseries	40				
Bruco Peat Moss Corp.	78				
Bryant's Nurseries	40				
Bulk's Nurseries	36				
Buntings' Nurseries	17				
Burr & Co., Inc., C. R.	36				
Burton's Hilltop Nurseries	43				
Carlton Nursery Co.	52				
Carpenter & Co., George B.	72				
Cartwright Nurseries	45				
Chase Co., Benjamin	75				
Clackamas Greenhouses, Inc.	58				
Classified Ads.	62-63-64-65-66-67-68-69				
Clavey, Inc., Elmer	78				
Clearfield Bituminous Coal Corp.	21				
Cloverset Flower Farm	19				
Cole Nursery Co.	36				
Commercial Nursery Co.	50				
Condon Nursery, Ivan R.	53				
Conigalsky, B. F.	70				
Conner & Amos, Inc.	53				
Cooperative Rose Growers	50-56				
Crystal Soap & Chemical Co.	40				
Cumberland Plateau Nursery	48				
Curtis Nurseries	36				
Dayton Fruit Tree Label	74				
Deerfield Nurseries	26				
Del-Mar-Va Nurseries	38				
Del Rancho Fortuna	57				
Doerfler & Sons, F. A.	58				
Doty & Doerner, Inc.	59				
Drumm, J. M.	38				
Eagle Creek Nursery Co.	42				
Eastern Shore Nurseries, Inc.	18				
Edwards Laboratory	52				
Elmer Roses	57				
Elmhurst Nurseries	38				
Evergreen Nursery Co.	40				
Fafard, Inc., Conrad	72				
Fairview Evergreen Nurseries	39				
Farm Landscape Co.	42				
Field & Forest Seed & Nursery Co.	40				
Forest Nursery Co.	37				
Foster Nursery Co.	53				
Fraser Nursery, Samuel	30				
Fricke & Co., J. E.	81				
Garden Shop, Inc.	72				
Gardner's Nurseries	18				
Geiger, E. C.	75				
General Package Corp.	79				
Half Moon Mfg. & Trading Co.	73				
Hallauer, N. A.	39				
Halpern Bros.	82				
Hartigan, Philip	77				
Heasley's Nurseries	39				
Henry Nurseries	38				
Herbst Bros.	1				
Hess' Nurseries	39				
Hill Nursery Co., D.	84				
Hillmeyer Nurseries	45-48				
Hill's Nursery	74				
Hobbs & Sons, Inc., C. M.	40				
Homestead Nurseries	51				
Hoogendoorn, C.	32				
Horsford William Crosby	38				
Howard Rose Co.	5				
Humphreys Landscape Service	46				
Hydroponic Chemical Co., Inc.	82				
Isaenfriz Nurseries, Inc.	34				
Indiana Hickory Furniture Co., Inc.	77				
Ittner Bros.	81				
Jackson & Perkins Co.	41				
Jewell Nurseries	28				
Johnston, Wm. A.	56				
Kalamazoo Paraffine Co.	74				
Kallay Bros. Co.	41				
Kluis Nurseries	38				
Koster Nursery	20				
Krieger's Wholesale Nursery	33				
Kuemmerling, Inc., Karl	81				
LaBars' Rhododendron Nursery	21				
Lake Sammamish Evergreen Nursery	56				
Lake's Shenandoah Nurseries	44				
Lansing Specialties Mfg. Co.	81				
Leeland Farms	50				
Leghorn's Evergreen Nurseries	38				
Leonard & Son, A. M.	78				
Lindig Mfg. Co.	72				
Lindley Nurseries	49				
Lovett, Lester C.	21				
Maloney Bros. Nursery Co., Inc.	52				
Matthews Nursery	41				
Maxwell, Bowden & Rice, Inc.	34				
McGill & Son, A.	59				
McIninch Greenhouses	40				
Meehan Co., Thomas B.	36-41				
Mennes Nurseries, Menno S.	81				
Merry Mfg. Co.	80				
Milton Nursery Co.	59				
Milwaukee Equipment Mfg. Co.	80				
Mitsch Nursery	58				
Monarch Shingle Co.	59				
Monrovia Nursery Co.	22				
Moran, E. C.	52				
Morse Co., A. B.	82				
Mount Arbor Nurseries	7				
Mount Hood Nursery	60				
Mount Vernon Nursery	56				
Mountain View Floral Nurseries	57				
Musser Forests, Inc.	30				
National Bundle Tye Co.	77				
National Landscape Institute	60				
Natorp Co., W. A.	44				
New Amsterdam Import Co.	76				
New Jersey Farm Supply	80				
Cooperative Association	80				
Newport Nursery Co.	45				
New Yorker Bag & Burlap Co.	73				
Ohio Nursery Label Co.	73				
Oliver, M.	46				
Onarga Nursery Co., Inc.	42				
Oregon Bulb Farms	58				
Pacific Coast Nursery	55				
Pacific Northwest Rose Nursery	57				
Pacific Western Engineering Co.	81				
Pallack Bros. Nurseries, Inc.	31				
Peekskill Nursery	32				
Peterson & Dering	60				
Plant Products Corp.	82				
Pontiac Nursery Co.	42				
Portland Whlse. Nursery Co.	59				
Premier Peat Moss Corp.	71				
Premier Southern Ticket	73				
Princeton Nurseries	21				
Rambo's Whlse. Nurseries, L. J.	53				
Ravensberg, Maurice C.	51				
Reliance Fertilizer Co.	78				
Rich & sons Nursery	57				
Richardson & Co., H. D.	53				
Robinson Sales Agency, E. D.	38				
Rose, Frank H.	52				
Rose Hill Farm	43				
Rose Lawn Nurseries	43				
Roto-Hoe & Sprayer Co.	73				
Rough Bros.	78				
Salem Tool Co.	76				
Scarff's Sons, W. N.	53				
Schroth's Nursery	23				
Schwabacher-Frey Co.	54				
Semmes Nurseries	49				
Shaner's Nursery	32				
Shepard Nurseries	38				
Sherman Nursery Co.	44				
Sherwood Nursery Co.	20-21				
Siebertthal Co.	42-44				
Sizemore, Charles	42				
Skinner Irrigation Co.	80				
Slatton Nursery	47				
Smith Corp., W. T.	39				
Sneed Nursery Co.	56				
Snow-Field Tree Roses	50				
Southern Nursery & Landscape Co.	40				
Springbrook Gardens	51				
Stassen Floral Gardens	32				
Stedman Nurseries	56				
Stribling's Nurseries	80				
Sudbury Soil Testing Lab.	44				
Summit Nurseries	39				
Suncrest Evergreen Nurseries	20				
Sunny Ridge Nursery	52				
S-W Supply Co.	52				
Tankard Nurseries	50				
Tingle Printing Co.	72				
Torney's	57				
Ulyette Bros. Nurseries	53				
Vanderbrook Nurseries	26				
Van Dine Nursery	18				
Van Veen Nursery	55				
Vennard's Nursery	51				
Verhalen Nursery Co.	50				
Verkade's Nurseries	34				
Vestal & Son	49				
Vuyk Van Ness Nurseries	51				
Wade & Gatten Nursery	42				
Want Ads	70				
Washington Nurseries	55				
Waynesboro Nurseries	46-53				
Wayside Gardens	41				
Weeks Wholesale Rose Grower	55				
Weinhart's Nursery	42				
Weller Nurseries Co., Inc.	44				
Westminster Nurseries	26				
Wight Nurseries	49				
Williams & Harvey Nurseries	32				
Williams, Isaac Langley	24				
Willis Nursery Co.	40				
Willowbend Nursery	78				
W-W Grinder Corp.	83				
Yoho & Hooker	83				
York Modern Corp.	74				

Forms for the February 15 issue will close Monday, February 4.

Forms for the March 1 issue will close Monday, February 18.

Mail copy to arrive at Chicago by these dates—no later!

A black and white photograph of a mountain valley. In the background, a large mountain range is visible under a cloudy sky. The foreground is filled with a dense field of rosebushes. A large, white, irregular oval shape is superimposed over the center of the image, containing the main text of the advertisement.

"Seasoned Rosebushes" that grow everywhere!

If we had a choice of locations anywhere in the United States where we could locate our rose farm, we would select our present mountain valley site at Hemet, California. Our extremely rich soil conditions, ample irrigation facilities, plus a growing season that is hot, make rosebushes thrive under the desert sun. However, the winters are cold. This temperature change is actually a test of the hardiness of the bush. We call them "Seasoned Rosebushes," your assurance that they will grow everywhere!

Even though all our bushes are allocated to old customers this coming year, drop us a note. We would like to put your name on our mailing list for special literature.

HOWARDS *of* HEMET

"Seasoned Rosebushes"

PATENTED AND NON-PATENTED ROSEBUSHES FOR THE WHOLESALE TRADE
HOWARD ROSE COMPANY • BOX 725 • HEMET • CALIFORNIA

AMERICAN NURSERYMAN

F. R. KILNER, *Editor and Publisher*

Kenneth A. Brent, *Managing Editor*

Editorial

TRADING KNOWLEDGE

One of the successful features of current conventions of nurserymen is the panel discussion of some phase of business operations, management, sales promotion or the like. Practical information straight from experienced persons has proved of keen interest and real value to the audiences, which usually have readily participated, at least by means of stimulating questions. The worth of such panel discussions has been demonstrated further by their spread from one convention program to another in the past few years.

Notable, also, has been the thorough cooperation and the frank spirit of helpfulness which has been shown by most of those appearing on these panels. Willingly and unrestrictedly they have told their fellow nurserymen what they have learned the hard way, by experience.

The contrast has been marked to the secretiveness with which a former generation guarded its knowledge. Actually, the fear that a competitor would gain advantage in sharing experiences limited the spread of up-to-date information in the trade.

Today nurserymen recognize, as do businessmen in other fields, that better service to the public advances the sales and profits of the industry as a whole. The mistakes and failures of competitors do actually impede the public's patronage of the more successful. Customers' satisfaction brings more business to all. Hence, the sharing of experiences and knowledge to that end should play no small part in the further rapid growth of the entire industry.

PLANT NAMES

Plant names are the object of much criticism, though for various reasons. To the nurseryman, the practice by the botanists of changing names of cultivated plants which have been in circulation for many years is particularly obnoxious. As a matter of fact, the botanist says he is not changing the name, but giving authority to one of prior origin. But changes are on foot in botanical circles to restrict this practice, at least in part, so that cases of this sort will be less frequent hereafter.

The Mirror of the Trade

But the difficulties that arise in synonyms for botanical names are nothing to the duplication that exists in common names or varietal names. Some species of plants have so many common names, one for almost each state in the Union, that such an appellation is valueless.

Renaming plants is a practice that occurs in a variety of ways, none of them very excusable. Of course, the conventional argument, in relation to foreign names, is that Madame Ferdinand Jamin could never have been the popular rose it was in this country under the name of American Beauty, but that is a moot question, considering the quality of the flower in its day. Similar examples of re-named foreign varieties are too frequent, and some are not of names difficult to pronounce or understand.

If once the process of renaming is excused, it seems to meet no bounds, and any newspaper advertiser may then use a new name for an offering, even calling it the mystery plant, to attract the public's dollars, though the plant is only a mystery to those to whom it is unfamiliar. And that would make a mystery plant out of a multitude of species!

The spelling of plant names is likewise given too little consideration by those to whom it should be important. Anyone who sells plants ought to know the correct names for them and should have at least a reference book or two in order to be certain on that score. Though it is admittedly not perfect, "Standardized Plant Names" is used as the authority for botanical names in the office of the American Nurseryman, and all plant names in the advertising and editorial columns are verified with that authority. Sometimes it is difficult to tell what is meant, because a nurseryman has spelled a name phonetically—just as it was spoken by the salesman who sold it to him—or has followed a catalog imperfect in itself. Some misspellings are so persistent in the trade that one sometimes meets an argument in endeavoring to correct them.

Misnaming on account of inaccurate identification does not enter into this discussion, which pertains rather to the use of the names themselves. Care and accuracy are needed in both, and any nurseryman will advance himself in the opinion of his fellows and of the public if he brush-

es up on his plant names occasionally, so that he uses the right one in the right place, employs it in the proper form and spells it correctly.

WATCH THE CLOSING DATE

Programs for some meetings held during the latter half of January were received at the office of the American Nurseryman too late to be announced in the January 15 issue. Almost every issue is missed by several advertisers because they send copy and instructions too late to reach the office by the closing date, in spite of all efforts to give the utmost service to the latecomers. News stories sometimes are delayed in publication for the same reason—mailed too late.

In every issue of the American Nurseryman, at the bottom of page 4, under the index to advertisers, are given the closing dates of the two following issues. The closing date is that on which the pages of the magazine are made up for the printer. There is no time to remake pages in the printers' schedule, followed in order to put the news and priced offers into the hands of subscribers as promptly as possible.

An earlier closing date would make the job easier for publisher and printer. But the closing date is set as late as possible to give the trade quick service. Advertisers, as well as readers contributing news, can be sure of this service by mailing copy to reach Chicago on the closing date—earlier if possible.

CHECK UP MACHINERY

In a few weeks some of your mechanical equipment will be moving out into service in the nursery again.

This is the time to get all the equipment into effective and safe operating condition for next season.

Machinery checkup is worth all the time it takes, because equipment in poor condition reduces the operator's efficiency. It also multiplies his chances for accidents and takes its toll in irritation, fatigue and losses of time and crops.

Besides, the sooner you order needed replacement parts, the better chance you have of getting the order filled in view of restricted metal allocations.

Chicago Attendance at All-time High

Attendance records fell by the wayside as nurserymen from all sections of the nation gathered at Chicago January 15 to 17 for the 36th annual convention of the Illinois State Nurserymen's Association. Before the close of the 3-day sessions, registrations had soared to the unprecedented figure of 432, more than 10 per cent over last year's total, which in itself was a record. Banquet attendance was 361.

As is customary at this convention, action was brisk both in and outside the meeting rooms, and no one sought long for a topic to discuss or for someone with whom to discuss it. The speaking program, while informal to a large extent, achieved balance through a mixture of educational and diversional talks.

At the suggestion of the nominating committee, all officers of the association were reelected at the business meeting. Thus Victor E. de St. Aubin, secretary of Eugene A. de St. Aubin & Bro., Inc., Addison, begins his second term as president. Others reelected were Roger S. Leesley, Leesley Nurseries, Libertyville, vice-president; Miles Bryant, Bryant's Nurseries, Princeton, secretary, and W. J. Smart, D. Hill Nursery Co., Dundee, treasurer. New members elected to the board of directors were David Hill, D. Hill Nursery Co., Dundee, and Hans Rausch, Hinsdale Nurseries, Inc., Hinsdale. Myron C. Smith was reelected to the board.

Mr. De St. Aubin opened the first session Tuesday afternoon, January 15, with a short address to the mem-

bership in which he called for a strong organization and planning as a group for the future. He had high praise for the work of his fellow officers during the past year.

A. A. N. President Speaks

John B. Wight, Cairo, Ga., president of the American Association of Nurserymen, set forth the merits of the A. A. N. in an address, entitled "Working for You." He informed the delegates that an A. A. N. committee appointed to draw up a set of fair trade practice rules for the nursery industry will have its report ready for the membership when the association holds its annual convention in July. He deplored the fact that a small minority of nurserymen persisted in acting in such a manner as to make the trade practice rules necessary, but pointed out that such fringe operators exist in every industry. He explained that all trade practice rules in the United States are finally formulated and enforced by the federal trade commission.

Mr. Wight outlined current and proposed activities of the A. A. N. for the benefit of members. Among these were the insurance program, slated for early implementation; the research program; the proposed expansion of government census activity in the nursery field, toward which the A. A. N. is working, and continued pressure for strengthening of quarantine laws on foreign stock. In the field of transportation, he mentioned the expanding use of air freight in the face of increasing rates charged by ground carriers and predicted no further raises in postal rates in this election year of 1952.

Organization Benefits

An attractive presentation called "Through the Looking Glass" was made by Reuel W. Elton, general manager, American Trade Association Executives, Washington, D. C., who used a series of cartoon illustrations to emphasize his points. The points were, in the main, the many good reasons for belonging to trade organizations. A high spot of the presentation was the use of caricatures depicting the types of individuals who refuse to belong to these organizations. A particularly painful example was the "free rider," who accepts all the benefits of the trade association without contributing to its support.

The first afternoon was climaxed by an address by Richard P. White,



Roger S. Leesley

executive secretary of the A. A. N., who spoke on "Your Business and the A. A. N.—Today and Tomorrow." The text of this significant message is begun elsewhere in this issue of the American Nurseryman.

Under the title, "Uncle Sam and the Prodigal Son," Maj. Norman Imrie, conservation editor of the Zanesville, O., Signal and Times Recorder, opened the Wednesday program with a discussion of the protection of our natural resources. Major Imrie deplored the waste of these resources that has been practiced in the United States during the past 100 years. He pointed to the starvation in India, China and other areas as a dismal example of the results of such waste.

Terming forests the most important of natural resources, the major outlined two fatal mistakes made by owners of trees. First, he said, there are those who insist on "hoarding" trees and not having them cut until they are of no commercial value. At the other end of the scale are those who cut trees too rapidly and fail to replace them with new seedlings. In Ohio, he revealed, twice as many trees are cut in a given period of time as nature can replace in the same period. In addition, nine out of 10 forest fires are the result of human carelessness. He warned that, if tree owners do not regulate themselves in the matter of conservation, the government will be forced to step in and do it for them.

"Plant America"

Howard P. Quadland, publicity director for the American Association of Nurserymen, whose name has

[Continued on page 77]



Victor E. de St. Aubin

N. L. N. A. Hears Merchandising Ideas

Merchandising took the spotlight at a lively meeting of the National Landscape Nurserymen's Association at Chicago's Hotel La Salle January 14. In spite of a dense fog which hung over the city that day, 76 members and guests found their way to the meeting and were rewarded with an informative program.

Following the address of welcome by President Louis Hillenmeyer, Jr., Hillenmeyer Nurseries, Lexington, Ky., attention shifted to Kimball D. Andrews, Andrews Nursery Co., Faribault, Minn., who presented a well-planned exposition of "Direct-mail Selling As an Aid to Your Salesmen."

Mr. Andrews described the tools of direct-mail advertising as letters, post cards, black and white or color circulars and any combinations or variations of these which can be sent through the mail. The proper use of these tools, he added, is a skill well worth learning.

Improving Letters

Beginning with the simplest form of direct-mail advertising, the letter, the speaker offered five ways in which he believed this popular form of communication could be improved. In brief, they were:

1. Drop the salutation "Dear sir" at the beginning of the letter, and incorporate your greetings in the first sentence. This makes the business letter less formal.
2. Make letters brief and to the point.
3. Use plain words.
4. Write as if you were speaking.
5. Use a postscript. This is an eye catcher and may be used as a final punch line or as a tie-in with an earlier paragraph.

After displaying a series of sample letters illustrating some additional style innovations, Mr. Andrews turned his attention to content, which of course goes hand in hand with style in the production of a good letter. He listed his five basic steps for writing good direct-mail copy or good letters. The steps, which might be called the "Five P's," were these:

1. Picture. Use headline or first sentence to evoke desire as well as to get attention.
2. Promise. Define your product or service. Use a success story.
3. Prove. Include testimonials and endorsements. List the features which set your merchandise apart from others. State its value.
4. Push. Use an action-producing close.
5. P. S. Rephrase your headline.

Mr. Andrews outlined several

striking examples of success with direct mail in a number of industries and described a mailing piece which the Andrews Nursery Co. is using this year as a follow-up to its cata-



Harold E. Hunziker

log. The copy is keyed to the theme, "A Yard Without a Tree Ain't Fit for a Dog," and shows at the top of the first sheet a picture of a treeless yard with a forlorn dog surveying it. The sales message follows, and the piece concludes with another illustration of the yard, this time generously planted with trees, with a happy canine romping from trunk to trunk. The humor contributes to an effective sales presentation.

Wholesalers Should Help

The Minnesotan recognized the fact that many retail nurseries do not have the facilities to produce artistic, attention-compelling direct-mail material and called on the larger wholesale nurseries to provide sales literature on their own products for the use of the retailers. Such devices are commonly used in other industries, often with space allowed for the retailer's name and address.

The final vital link in the chain of successful direct-mail advertising, as presented by Mr. Andrews, is a usable mailing list. Without a good list, he emphasized, all other efforts are wasted. He recommended that the list be built using current customers and prospects as a start. Additions can be made in several ways: By purchasing ready-made lists, by use of a city directory and by providing a registration book at the nursery for

visitors and browsers to sign. Make every possible check for accuracy before adding a name to the list.

A full account of Mr. Andrews' excellent presentation on direct mail will appear in a later issue of the American Nurseryman.

Lloyd G. Platt, Platt's Landscape Nursery, Davenport, Ia., secretary-treasurer of the organization, took the podium to report on the results of a questionnaire sent to the membership to get the reaction to some consumer booklets slated for publication by the N. L. N. A.

Membership reaction was favorable to "The Small Home Grounds Book," a new publication which will call the attention of homeowners to the facilities of landscape nurseries for the beautification of grounds. A demand for some 50,000 of these was indicated, and it was hoped to make delivery on them within the next six months. The booklet will probably contain 16 pages, will possibly incorporate color and will cost 8 to 10 cents per copy.

Other proposed publications favorably received include "Some Suggestions on How to Buy Plants and Landscape Work," for which a demand of 24,000 was indicated, and "For Better Care of Your Plantings," with 27,000 prospective copies. Both of these will be reprints, with some revisions, of booklets previously issued. The former booklet is scheduled for early publication, while the latter will appear in about a year. A third volume, "Industry Need Not Be Ugly," received few requests, and it was decided that the unit cost on a short press run would be too high to make its publication worth while.

Plans for Detroit Meeting

Plans for the Detroit meeting of the association next July were outlined by Harold Hunziker, M. J. Hunziker & Sons, Niles, Mich. He suggested that the program include the subjects of pricing, methods of operation and a membership participation forum, to be entitled "The Members Speak." He added that the program committee was considering a tour for the Sunday of convention week which would include a visit to the Cranbrook school to study new developments in art and architecture.

He asked for program suggestions from the floor and received these:

1. A talk on design from a member of the landscape department at

[Continued on page 72]

Joint Sessions at New York City

By Marie M. Enberg

The 1952 convention of eastern nurserymen, held January 2 to 4 at the Hotel New Yorker, New York, attracted an attendance of more than 325, the largest number to attend this annual regional get-together since its inception six years ago.

At a meeting Wednesday afternoon, January 2, the board of directors of the New York State Nurserymen's Association had, as guests, Commissioner C. Chester DuMond, department of agriculture and markets for the state of New York, and Director H. B. Little, plant industry bureau. They urged the nurserymen of the state to call on them for help, and they expressed gratitude to the nurserymen for the presentation, at the summer meeting, of a purse to Dr. A. B. Buchholz, retiring director. The directors of N. Y. S. N. A. are Richard L. Holmes, Newark; John W. Kelly, Dansville; Howard B. Maloney, Dansville; E. B. Stedman, Newfane; Jac Bulk, Babylon; Lloyd Weaver, Glen Head; William Jack-

son, Rye, and Valleau C. Curtis, Callicoon, who is president.

Mr. Curtis reported that the Lupton bill, concerning the status of nurserymen as under agricultural classification, had been vetoed by Governor Dewey. However, Commissioner DuMond expressed the thought that the bill undoubtedly could be passed with certain changes.

The planting of the Grange building was accomplished during the year. Selected for this project was the recently built Grange building at Lawtons. The nurserymen of western New York planned and planted this building, and this planting was presented to the Grange by the New York State Nurserymen's Association for only the cost (\$155) of the plant materials.

The N. Y. S. N. A. participated in the New York state fair at Syracuse by exhibiting a large background of the state of New York illuminated with bulbs, pointing up various phases of the nursery industry as distributed through the state. For example, Westchester county area stressed landscaping; Newark, N. Y., roses, and western New York, small fruits.

The Buffalo-Niagara Falls area will be the host for the 1952 summer meeting of the state association.

Schools and Stations Report

Dr. A. J. Heinecke, director of the New York state agricultural experiment station at Geneva, expressed enthusiastically, on behalf of the staff, the enjoyment of working with the nurserymen of the state. At Geneva, at the present time, research is being done on pests now prevalent, including the European rose beetle, and on storage problems.

Dr. L. H. MacDaniels, head of the department of floriculture and ornamental horticulture at Cornell University, introduced other members of his staff, who were present: Dr. A. M. S. Pridham, Dr. William Snyder, Dr. John Cornman and Charles Cares, recently appointed to the landscape department, and also Ernest Schaufler, an expert on 4-H Club affairs. Dr. MacDaniels discussed problems now being studied, such as defoliation and weed control projects.

Mr. Curtis introduced Henry Hicks, the "dean of nurserymen of the state of New York," and ex-

pressed pleasure that he had been able to attend the meeting.

Carl Wedell, head of the school of horticulture at the Long Island Agricultural and Technical Institute,



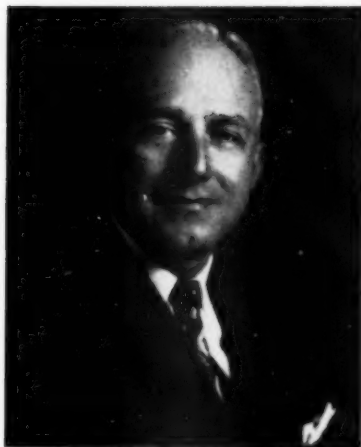
Richard M. Wyman, Jr.

Farmingdale, presented the best wishes from Halsey Knapp, director of the institute, to the nurserymen of the state. This is the 17th anniversary of the school at Farmingdale, and Mr. Wedell has been there for 14 years. The school is devoted to training landscape men and nurserymen, and each year about 80 students are enrolled. About 55 or 60 are graduated annually. This year a new program has been introduced—a complete training for girls as secretaries, with technical horticultural background.

Additional progress at the institute is marked by the granting of the first degree—associated and applied science—to graduates of the class of 1951. Many additions were made during the year in the plant collection, the greenhouses and the rose garden of almost an acre.

Robert J. Kessler, of the New York State Agricultural and Technical Institute at Alfred University, founded in 1908, stated that courses of two and two and one-half years' training for students of post-high school grade are available, with tuition free to all New York state residents. The object is to train students along the lines needed by the nurserymen, and to this end there are three courses, nursery production, greenhouse management and retail florist.

[Continued on page 43]



Valleau C. Curtis

New York State Meeting

Thursday, January 3, Valleau C. Curtis, president of the New York State Nurserymen's Association, conducted the morning meeting, pre-

Maryland Association Award to Gude

By Robert S. Johnston

The annual meeting of the Maryland Nurserymen's Association, held at the Emerson hotel, Baltimore, January 10, got off to a late start because of a transit strike, as the members and guests had a difficult time finding a place to park their cars.

Opening the meeting, President Raymond Bunting gave a short address on the past year's activities. He said it was a rather quiet year, with no serious problems to be overcome. The membership had increased by 12, and the association was continuing to grow. He recommended that the association inaugurate a "Plant Maryland" campaign to tie in with the "Plant America" program.

H. P. Quadland, director of information, American Association of Nurserymen, asserted that "Plant America" is as important as any other movement, for if the land is neglected, civilization goes backward, which could eventually mean national disaster. To conserve land means more abundance for all. If "Plant America" objectives are realized we shall make America strong. The people of America must be made more conscious of land, for "Plant America" is so designed that we shall leave the land to our children in far better condition than we received it.

Human Relations

Edward T. Ellis, assistant sales manager in charge of national tea sales, McCormick & Co., Baltimore, opened his talk on "Human Relations in Business" by saying we do not want to see the government take

away our system of free enterprise in business. McCormick & Co. have built up a system whereby management and labor get together and exchange ideas so that all branches of the business profit. The head of a business must be tolerant in order to get a good return from the ones lower down the ladder. In 18 years McCormick & Co. have increased their size many times as a result of the policy of getting the help to think in terms of "creative ideas," which also produces confidence among the help and business gains in all ways.

James I. Hambleton, of the U. S. D. A. bee culture laboratory, Beltsville, Md., discussed the place of bees and other insects in ornamental horticulture. He stated that at the period of the first World War reliance was mainly on Paris green and several arsenicals for insecticides, but at the time of the second World War DDT and many derivatives came into wide use. At the present time house flies, mosquitoes, cockroaches and body lice have built up a rather startling immunity to DDT. He suggested we use biological controls, which keep a better balance in nature. Many crops require cross-pollination, and the honeybee is the chief insect to carry on this work. He related that some years ago the state of Utah objected to apiarists from California bringing their bees to Utah at the time of alfalfa bloom and then going back to California with the honey. A law was passed, and the production of alfalfa seeds in Utah took a terrific drop as a result of the lack of pollination by bees.

The law has since been repealed, and production has increased again. The incident shows the important part insects play in our everyday life.

Award to A. Gude, Sr.

After the luncheon banquet in the Wedgewood room, Henry J. Hohman, of Kingsville Nurseries, took over as toastmaster. He introduced Dr. H. C. Byrd, president of the University of Maryland, who said that no one man can make a school or business great by himself. It requires the efforts of many smaller groups or individuals working together in harmony to produce such things. He then presented the professional achievement award to Adolph Gude, Sr., of A. Gude & Sons, Rockville, Md., for his outstanding work in the nursery industry, from an economic as well as from a social viewpoint. In his acceptance, Mr. Gude thanked all the members for their kindness in choosing him for this award, and an orchid was presented to Mr. Gude's daughter, Mrs. John Doonan, to be given to Mrs. Gude, who was unable to attend.

Secretary Paul Hoffman then told how the association had obtained a piece of wood from the famous Wye oak, located at Wye Mills, on the Eastern Shore of Maryland. The piece of wood, after being properly seasoned, was then put in the hands of a craftsman, and a suitable gavel was made from it. A silver plate was attached and properly engraved, and at this time it was presented to Dr. H. C. Byrd as a gesture of good will for the help he has given the Maryland Nurserymen's Association.

Dr. R. A. Jehle was presented a gift by the association for his untiring help in the many problems confronting the nurseryman in the state connected with diseases. Dr. Jehle retires February 1, after 31 years' service with the University of Maryland.

Dr. T. B. Simons, who retired recently, was called upon and said the most important thing to do upon retiring is to get a job soon thereafter. So he interested himself in a phase of banking and is enjoying himself again.

Plants and Plagues

After the introduction of a number of prominent guests, the meeting was turned back to President Bunting.

[Continued on page 52]



Dr. H. C. Byrd, second from left, president of the University of Maryland, presents the professional achievement award to Adolph Gude, Sr., of A. Gude & Sons, Rockville, Md., for his outstanding work in the nursery industry. Looking on are Raymond Bunting, standing, retiring president of the Maryland Nurserymen's Association, and Dr. Ernest Cory, seated, chief entomologist, University of Maryland.

Wild Heads Western Association

By John J. Pinney

An attendance of almost 150, the largest in recent years, marked the 62nd annual meeting of the Western Association of Nurserymen, the oldest sectional nurserymen's association in the country, at the Hotel Muehlebach, Kansas City, Mo., January 8 and 9.

Elected president for the ensuing year was Dale Wild, Wild Bros. Nursery Co., Sarcoxie, Mo. Joe Houlihan, Houlihan Nursery Co., Creve Coeur, Mo., was chosen vice-president, and C. C. Smith, Sherman Nursery Co., Charles City, Ia., was reelected secretary-treasurer. Joe Houlihan, Jr., Creve Coeur, Mo., and Hugh Steavenson, Elsberry, Mo., were elected to the executive committee for 3-year terms. The time and place of the next meeting were left in the hands of the executive committee.

On January 7, the day prior to the opening of the convention, the Missouri State Nurserymen's Association and the Kansas City Nurserymen's Association were cohosts at a cocktail party in the Trianon room of the hotel from 4:30 to 6 p. m.

President Edward Ambo, Ambo Bros. Nursery, St. Louis, called the meeting to order at 10 o'clock Tuesday morning, and the invocation was given by Harold Glissman, Boys Town, Neb. After the reading of the minutes, the appointment of committees and the secretary-treasurer's report, the formal program began with a chart talk entitled "This Is Our Problem," by James Fredman, Folger Coffee Co., Kansas City.

Combating Socialism

The "problem" as envisaged by Mr. Fredman is the infiltration of socialism and communism into this country. This can best be counteracted by the process of education, he said.

First we must be able to recognize socialism and communism. Socialism, of course, is not new in the world. England, under a few years of socialistic government, has had its living standards so greatly lowered that it may never entirely recover from the economic setbacks it has suffered. France, paralyzed by socialism, and Italy, decadent from the Fascism of Mussolini, were saved only by timely economic aid from the United States.

After 14 years of socialism, New Zealand discarded it, but it is still suffering from its hangover. Australia finally gave up its "noble experiment" in socialism. In Russia, where democracy does not mean the same thing as it does in the United



Dale E. Wild

States, the government is in the hands of the Communist party, which constitutes only 2 per cent of the total population. Communism and socialism agree on the same goal—final and absolute control through a central government.

Socialism Making Headway

Socialism has been making headway in the United States for many years, chiefly by infiltration of avowed socialists into government positions. In 1932, William Z. Foster, a leader of the socialist party, predicted social security, free public health services and government control of education. He also advocated the abolition of civic clubs such as Rotary, Kiwanis, Lions; the Y.M.C.A.; Boy Scouts, and fraternal organizations.

"Our freedom is just as surely lost through passage of a law as if our armies were defeated in battle," stated Mr. Fredman. From time to time our national leaders have warned us against this danger. Woodrow Wilson, J. Edgar Hoover and Gen. Dwight D. Eisenhower all have pointed out that the concentration of power leads to the loss of liberty.

Part of the battle against communism and socialism, according to

Mr. Fredman, is to point out the superiority of the American way of life. By the bill of rights in the constitution we are guaranteed freedom of worship, freedom of speech, the right of public assembly, the right to trial by jury, freedom of movement and the right of privacy in the home. We have the right to own property, we can bargain with our employers and we have free markets.

Although the United States has only 6 per cent of the land area of the world and only 7 per cent of the world's population, we are credited with having 45 per cent of the world's wealth, created by our own energy and resourcefulness. Yet the average profit earned by business the country over is only 4.5 per cent.

Under our democratic form of government the individual is all-important; under communism the state comes first. If we are to preserve our way of life, we must accept our responsibility as citizens. In the last general election, only slightly more than 50 per cent of the qualified voters went to the polls.

Following Mr. Fredman's talk, which was received with great enthusiasm, Dr. Charles D. Michener, Kansas state entomologist, discussed important nursery insects and their control. One of the most bothersome insects, according to Dr. Michener, is thrips. On maple and privet it does its greatest damage when the plants are in the bud stage. The Oriental fruit moth has become a common insect in nurseries over most of the country. In the larval stage it bores into the tips of peach trees, causing them to become unnaturally bushy. The thrips and Oriental fruit moths are gone by the time the injury is apparent; then it is too late to spray.

Sulphur dust will control the red spiders that are found on evergreens, but is ineffective against the type that damages broad-leaved plants. The latter can be controlled by a miticide called Aramite. Parathion is also effective. Dr. Michener pointed out that the danger for humans in the use of Parathion is cumulative; hence it should be used only intermittently.

Ordinary aphid can be controlled by the well known nicotine sulphate spray. Much more difficult to com-

[Continued on page 49]

Kansas Group Elects

By John J. Pinney

Ralph B. Ricklefs, Jr., Kansas Landscape & Nursery Co., Salina, was elected president of the Kansas



Ralph B. Ricklefs

Association of Nurserymen at its winter meeting held at the Town House hotel, Kansas City, Kan., January 7. Chosen vice-president was Fred Little, Williams & Harvey Nurseries, Kansas City, and elected to the office of secretary-treasurer was Ray A. Keen, assistant professor of horticulture, Kansas State College, Manhattan.

Ordinarily, officers are elected at the summer convention, which was to have been held last September at Ottawa, but this session had to be canceled on account of floods. Subsequently, a poll of the membership revealed that a majority favored a winter meeting to attend to the business affairs of the association.

Building Better Kansas

Harry W. Woods, of the state chamber of commerce, spoke on the subject, "Building a Better Kansas." He pointed out that the state chamber cooperates with associations of business and professional men in helping them solve their problems, in furthering worthy causes for the general welfare and in combating evils detrimental to all. Among the dangers that we face today, according to Mr. Woods, are excessive government borrowing, a huge national debt, unbalanced budget, confiscatory taxation, planned economy,

greatly enlarged bureaucracy, restriction of private investment, encroachment upon freedom of the press and attacks upon industry which destroy its morale.

The following principles, stated by Abraham Lincoln nearly 100 years ago, were quoted by Mr. Woods as being remarkably applicable today:

"You cannot bring about prosperity by discouraging thrift. You cannot strengthen the weak by weakening the strong. You cannot help the wage earner by pulling down the wage payer. You cannot further the brotherhood of man by encouraging class hatred. You cannot help the poor by discouraging the rich. You cannot establish security on borrowed money. You cannot keep out of trouble by spending more than you earn. You cannot build character and courage by taking away man's initiative and independence. You cannot help man permanently by doing for him what he could and should do for himself."

College Activities

Dr. William F. Pickett, head of the department of horticulture, Kansas State College, reported on activ-

ities of the college of special interest to nurserymen.

An extension forester has been added to the staff of the college. Among his activities will be encouragement of the planting of shelterbelts around farmsteads and cooperation with the extension landscape gardener in a farm home landscape program.

An idea which is being promoted by the college is the planting of an entire farmstead in one day with the farmer, college, county agent and nurserymen all cooperating.

The college is one of the sponsors of the Central Plains Turf Association, which is interested in developing grasses adapted to lawns, school grounds, cemeteries, athletic fields and parks. Among the problems being studied are soil requirements, weed control, traffic endurance and mowing heights.

More research is needed in the field of plant diseases, according to Dr. Pickett. Not enough is known about oak wilt, which is spreading rapidly across the country. In spite of many years of study, no satisfactory control is known for red cedar blight.

Dr. Pickett reported that the experimental farm at Manhattan, owned by the department of horticulture, in spite of being in the path of the July floods, suffered no serious [Continued on page 53.]

Missouri Meeting

By Robert L. Eggers, Secretary

Increasingly close cooperation between nurserymen and state colleges and other governmental agencies, with an ultimate aim of benefits for both, was demonstrated and promoted at the 31st annual meeting of the Missouri State Nurserymen's Association on January 7.

Meeting in the Hotel Muehlebach, Kansas City, Mo., the delegates selected Hugh A. Steavenson, owner of the Forrest Keeling Nursery, Elsberry, Mo., as their new president. Mr. Steavenson's background includes studies in floriculture and horticulture at Iowa State College, service as nursery manager of the U. S. soil conservation nursery at Elsberry, director of the agricultural bureau of the St. Louis chamber of commerce and affiliation with Marshall Bros. of Omaha.

Royer Wilkerson, Wilkerson Nursery, Columbia, was elected vice-president, and Robert L. Eggers, Ar-

rowhead Nursery & Orchard Co., Chesterfield, secretary-treasurer.

The association decided to hold its annual meeting in June at the University of Missouri, where college of agriculture facilities and personnel are available for the program and conferences and where the members may give their undivided attention to Missouri affairs.

Officers to Serve 18 Months

Under a new plan, the officers elected January 7 will hold office for 18 months, until June of 1953.

It was brought out at the meeting that a prime need of the University of Missouri's landscape and ornamental horticulture department is plant materials. The association appointed a committee which is to secure donations of plants to reach the university in time for spring planting, with special emphasis on varie-

[Continued on page 60.]

Iowa Enjoys Large Attendance

By Clyde H. Heard, President

At the 31st annual meeting of the Iowa Nurserymen's Association, held at the Hotel Kirkwood, Des Moines, January 10 to 12, registrations were heavy and the attendance at the annual dinner was 108, as high an attendance as any in the past.

Officers were elected as follows: President, Clyde Heard, Heard's Landscape Nurseries, Des Moines; vice-president, Robert Mullison, Shenandoah Nurseries, Shenandoah; secretary-treasurer, Grover Hankins, Mount Arbor Nurseries, Shenandoah. On the board of directors were elected W. J. Hughes, Cedar Rapids Nursery Co., Cedar Rapids; Harold J. Parnham, Robinson & Parnham, Des Moines; Darrell Holmes, Shenandoah Nurseries, Shenandoah; George Rose, Henry Field Seed & Nursery Co., Shenandoah; Donald Moffet, Mount Arbor Nurseries, Shenandoah; Lloyd Whitham, Whit-

Outstanding among the contributions to the panel was Lloyd Cafferty's discussion on handling and selling potted plants. Exhibits of a few of his potted plants helped in the discussion.

Lloyd Platt contributed his experiences in handling potted plants, equipment for digging holes and equipment and methods used in lawn making. Harold Parnham discussed stock records and collation sheets in his usual thorough manner.

There was considerable interest in the matter of payday for laborers. In some cases, payrolls were made out on Friday and checks were passed out on Saturday morning. Some larger firms have Wednesday as payday, finding it necessary to have three or four days' time to compile adequate records. Midweek paydays were thought by some to reduce losses of time by inconsistent laborers. Some nurseries paid by cash, with one check at the bank to cover all. Others paid by check.

A great deal of excellent material was presented during the afternoon. As the panel came to a close, Harold Parnham commented on the frankness and generally helpful attitudes of those taking part.

Following the panel, Fred Luedemann, investigating supervisor, wages and hours division, office of price stabilization, Des Moines, gave a short and well organized talk and invited questions from the nurserymen. He called attention in particular to the following regulations: 5, merit and length of service; 6, 100 per cent catch-up formula; 8, cost of living increase; 14, bonus increase; 19, contributions such as Blue Cross, if representing an increase in compensation. As to increases in compensation for salesmen on commission, it appears necessary to get approval of the board. Mr. Luedemann's attitude was genuinely helpful. He said that questions affecting Iowa nurserymen will be answered through the Des Moines office, except for the Council Bluffs area, which is handled through the Omaha office.

Thursday evening, William H. Collins, assistant secretary-treasurer of the Iowa Nurserymen's Association and secretary of the Iowa State Horticultural Society, presided over the feature of the evening, "My Favorite Nursery Pictures." Among

those contributing were Lloyd Cafferty, Ames, who showed views of potted plants, rose varieties, lilies and his nursery; Arnold Webster, Cedar Falls, roses, various shrubs



Robert S. Mullison

and fall colors; Mrs. Josephine Graham, Des Moines, one of her dahlia introductions; William Heard, Des Moines, miscellaneous shrubs and trees; Lloyd Platt, Davenport, formal gardens, shrubs, evergreens and perennials; Larry Grove, associate editor, Better Homes and Gardens, miscellaneous shrubs and nursery views.

William Collins then presented slides of the second international rose color slide exhibition, sponsored by the Berks County Camera Club and Reading Rose Society, both of Reading, Pa. The fifty slides shown came from several states, with a few from Canada and England.

A. A. N. Chapter Meeting

The Friday morning session was called to order by President George Rose, who gave a short report of the year's activities.

Iowa chapter of the American Association of Nurserymen held a meeting which was well attended. R. P. White, executive secretary, commended the work of Wayne Ferris, Kenneth Law and Vernon Marshall in this region. He reported on arrangements for the 1952 convention at Detroit, July 13 to 17, with the Hotel Statler as headquarters.

The following delegates were elected: Donald Moffet, Mount Arbor Nurseries, Shenandoah; George



Clyde H. Heard

ham Nurseries, Agency, and Neal Rohlfs, Davenport.

Retailers' Panel

Thursday afternoon, January 10, was devoted to registration and a round-table discussion of the problems of the retail nurseryman. Harold Parnham, as panel leader, did an excellent job of keeping things going at a good fast pace. Other members of the panel were Lloyd Cafferty, Lloyd Platt, Dwight and Ralph Hughes and Clyde Heard.

Among the subjects discussed were machinery, particularly planters; records for the small nurseryman, handling roses and other potted plants and keeping stock records.

Rose, Henry Field Seed & Nursery Co., Shenandoah. Alternates elected were Harold Parnham, Robinson & Parnham, Des Moines; Dwight Hughes, Cedar Rapids Nursery Co., Cedar Rapids, and Selden Carey, Carey Bros. Nursery, Des Moines.

Following are the holdover delegates: C. C. Smith, Sherman Nursery Co., Charles City; Clyde Heard, Heard's Landscape Nurseries, Des Moines, and Carl Baumhoefener, Baumhoefener Nursery, Cedar Rapids. Holdover alternates are Grover Hankins, Mount Arbor Nurseries, Shenandoah, and A. J. Bruce, Des Moines Nursery Co., Des Moines.

Following R. P. White's address, begun elsewhere in this issue, Kenneth Law, chairman of the A. A. N. legislative committee, gave an excellent and forceful report. Vernon Marshall reported as executive committee member from region 4.

Afternoon of Talks

Following the A. A. N. meeting, Mrs. C. F. Whiting, Mapleton, a famous hybridizer of iris and other plants, gave a pleasing talk and showed an excellent collection of slides of iris. A number of her introductions are included in the list of 100 best iris by the American Iris Society.

Kimball D. Andrews, past president of the National Mail Order Nurserymen's Association, showed maps of shipping zones with approximate shipping dates for the various areas. These maps are under trial, but results so far have been promising. His talk on retail selling was one of the highlights of the entire meeting. Excellent suggestions were given on letter writing, contacting customers and helpful service ideas. He strung a new slogan on us, "A Yard Without a Tree Ain't Fit for a Dog."

Dr. E. S. Haber, chief of the department of horticulture, Iowa State College, Ames, gave an interesting illustrated talk on "Techniques in Breeding Horticultural Crops." Several kinds of plants were shown in the pictures, among them corn, tomatoes, potatoes, gladioli, strawberries and raspberries. This type of research has resulted in a great many improvements in horticultural varieties.

Dr. E. L. Denisen, department of horticultural research, Iowa State College, gave an illustrated talk on "Weed Control in Strawberries." Considerable progress has been made, and promising results have been obtained by the use of chemicals.

Dr. John P. Mahlstede, assistant professor of horticulture, Iowa State

College, gave a down-to-earth talk on "Chemical Weed Control in the Nursery." It was well illustrated by color slides. Mimeographed reports list the advantages of various chemicals and the dangers in using them.

The annual dinner was served in buffet style to 108 persons. Wayne Ferris was presented with a plaque honoring his splendid and unselfish work for the past several years in the state and national associations.

Musical entertainment was followed by a speaker billed as Clayton Rogers, who proved not as well known as the printed program would indicate.

Wyman on Plants

The prime feature on the Saturday morning program was an illustrated talk on "New Shrubs and Trees" by Dr. Donald Wyman, horticulturist of the Arnold Arboretum, Jamaica Plain, Mass. Among plants suggested as being worthy of trial in Iowa were the following:

Trees: *Acer platanoides* columnare; *Acer platanoides* Crimson King; *Acer rubrum* columnare; *Acer rubrum* schlesingeri; *Acer saccharum* monumentale; *Cercis canadensis* alba; *Gleditsia triacanthos* inermis Moraine; *Magnolia soulangeana*; *Magnolia stellata* rosea; *Malus* varieties Bob White, Dorothea, Katherine, purpurea lemoinei, toringoides and toringoides macrocarpa; *Phellodendron* amurense; *Prunus padus* spaethi; *Tilia tomentosa*; *Syringa amurensis* japonica.

Shrubs: *Chaenomeles lagenaria* varieties Incendie, Kermesina Semiplena, Nivalis and simoni; *Clethra alnifolia* rosea; *Enkianthus campanulatus*; *Euonymus alatus* compactus; *Forsythia* Triploid; *Fothergilla monticola*; *Hamamelis vernalis*; *Hypericum prolificum*; *Ilex verticillata*; *Potentilla fruticosa* and varieties; *Pieris japonica* and *floribunda*; *Philadelphus* Minnesota Snowflake; *Syringa prestonae* Isabella; *Syringa vulgaris* Lucie Baltet and *macrostachya*; *Viburnum lobophyllum*, *sargentii*, *sargentii* flavum and *sieboldii*.

Vines: *Celastrus orbiculata* major; *Lonicera henryi*; *Akebia quinata*; *Hydrangea petiolaris*; *Wistaria floribunda* rosea and *macrobotrys*.

Evergreens: *Abies homolepis* (Nikko fir); *Cedrus libani*; *Picea omorika*; *Pinus bungeana* and *strobilata*; *Thuja plicata* (Utah strain); *Tsuga canadensis* pendula; *Taxus cuspidata* nana.

There are 115 kinds of hedges on trial in the Arnold Arboretum. Four to five hundred new plants are un-

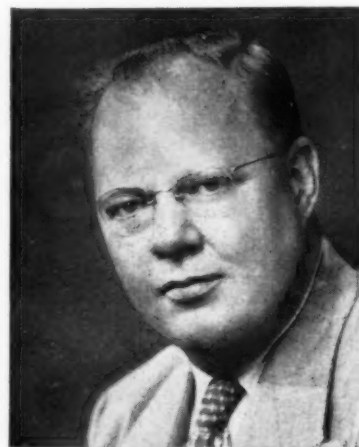
der test, many of them from England and Holland.

Quarantine Regulations

Dr. H. M. Harris, state entomologist and head of the department of entomology at Iowa State College, gave a short talk dealing with quarantines and legislation affecting the shipment of nursery stock. He said that the inspection service is for the good of the industry. If pest-free

[Continued on page 71]

GEORGE WELCH NAMED MOUNT ARBOR PRESIDENT



George L. Welch

The board of directors of Mount Arbor Nurseries, Shenandoah, Ia., has named George L. Welch president and general manager to succeed his uncle, E. S. Welch, who died in September, 1951. George Welch served as vice-president and general manager of the firm since July, 1949.

He is a graduate of the University of Missouri and received his early training in the nursery business at the Kelsey Nursery Co., St. Joseph, Mo., an affiliate of Mount Arbor Nurseries. After gaining experience in several phases of the business, he concentrated on the sales field, later becoming manager of the Kelsey Nursery Co. In 1938, he was promoted to the post of sales manager and assistant to the vice-president at Mount Arbor Nurseries.

He succeeded to the vice-presidency upon the death of Harold S. Welch and assumed still more administrative responsibilities when an automobile accident forced E. S. Welch into partial retirement in April, 1950. He is the son of the late George L. Welch, who himself was associated with Mount Arbor Nurseries for many years.

Oklahomans Discuss Tax Problems

By Betty H. Prim

Warm, sunny weather, many mutual problems and a down-to-earth program drew more than 75 nurserymen to the annual midwinter meeting of the Oklahoma State Nurserymen's Association, January 7 and 8, at Oklahoma City.

Held at the Biltmore hotel, the convention moved along easily under the leadership of President Mario Sanseverino, who kept reminding members that they were "all friends—not competitors." And it was on that congenial basis that every discussion proceeded. The problem of the tremendous shortage of broad-leaved evergreens due to zigzagging Texas temperatures last year and the greatly increasing demand was studied for the benefit of all.

Unemployment Compensation Case

Especially vital was the discussion of the recent reinterpretation of the Oklahoma unemployment security commission as applied to state nurserymen and their employees. Hitherto, nursery labor in Oklahoma has been classed as agricultural. However, since the Supreme court case of the Stillwater Hatchery, Stillwater, Okla., was decided against the hatchery, the commission began to look around for allied industries which it could take out of the agricultural class. Its eye fell on the florists' and nursery industries recently, and the commission decided that nursery workers should not be classed as agricultural and consequently were covered by workmen's compensation. Now it seems that it will take a test case in court.

Apparently, unless the matter is taken to court and the nurserymen win their case, they will each have to pay the state up to 2.7 per cent for workmen's compensation and .03 per cent to the federal government. Not only that, but they will have to pay unemployment compensation for the past three years, as well. Some of the Oklahoma nurserymen present at the Oklahoma City meeting have already been sent audits by the state security commission, they said, showing the results tabulated for their individual firms by the state auditors.

The audit reports are not a demand for payment, Leon Shipp, attorney for J. Frank Sneed, told the group. He said there was nothing to do but wait until a demand for pay-

ment was made by the Oklahoma unemployment security commission. At that time, the nurseryman receiving the demand for payment may file a written protest asking for a hearing. According to the law, he continued, the commission must set a date for a hearing within ten days and, if no satisfactory agreement is worked out, the case may be taken to court.

He advised that if a nurseryman gets a demand for payment and feels that he is not covered by the law he go to see a competent tax attorney and follow his advice. "If there is any question in your mind about whether to take your case to court or not, or if your attorney advises against it, then, of course, you proceed at your own risk," he pointed out.

"Eventually, I believe, it will be decided that where nursery products are kept in the ground for more than one year, those nurserymen are not subject to paying the unemployment compensation because those workers will be classed as agricultural. But, naturally, nobody can predict the outcome if the case is taken to court."

Officers Elected

Elected president for the coming year was Ted Teterick, Teterick Nursery, Ponca City; vice-president, R. Lee Carter, Carter Floral & Nursery Co., Oklahoma City; secretary-treasurer, Earl Nelson, Nelson

Nursery, Enid. The new board of directors includes Mario Sanseverino, outgoing president, owner of the O. K. Gardens & Nursery Co., Tulsa; Ed Davis, Ozark Nursery Co., Tahlequah; Hugh Payne, Jr., Capitol Gardens, Oklahoma City; B. C. Hays, Hays Nursery, Wynnewood, and Gerald Spoor, Holland Nursery, Tulsa.

President's Message

President Mario Sanseverino told of coming to this country from Italy when just 18 years of age. "I am proud to be a nurseryman," he said. "We fought depression, wars and drought, without having to ask government agencies for help. Some of this prosperity we have enjoyed the last few years is due to our national organization, the American Association of Nurserymen, working on such programs as 'Plant America'."

He then told what various states were doing in the widespread "Plant America" program. The Connecticut Nurserymen's Association started off "Plant Connecticut week," October 14 to October 20, by planting 20 public buildings in the town of Grenby, Conn.

Spokane, Wash., nurserymen have expressed interest in the beautification of the banks of the Spokane river, which runs through the city. As the start of a "Plant Spokane" project Park Superintendent Abbot and L. F. Krause, president of the

[Continued on page 69.]



Newly elected officers of the Oklahoma Nurserymen's Association and an award winner. Left to right: Ted Teterick, Teterick Nursery, Ponca City, president; Earl Nelson, Nelson Nursery, Enid, secretary-treasurer; R. Lee Carter, Carter Floral & Nursery Co., Oklahoma City, vice-president, and A. G. Hirschi, Hirschi Nursery, Oklahoma City, who was presented with the silver bowl as the outstanding nurseryman of the year.

Indiana Conference at Purdue

By Harold J. Bohling, Secretary

January 8, approximately 200 Indiana nurserymen and guests assembled at the Union building on the campus of Purdue University, Lafayette, the traditional meeting place of the Indiana Association of Nurserymen's winter conference, where, through the cooperation of Purdue's staff, the members are always assured of a high-powered meeting, and this was no exception.

In the absence of Robert Simpson, the meeting was opened by President Robert Hoffman. Kent Ellis, of Purdue's staff, welcomed the group.

Election of Officers

J. Moyer reported for the nominating committee and proposed the following officers: President, Frank Littleford, Littleford Nurseries, Vincennes; vice-president, Thomas Hobbs, C. E. Hobbs & Sons, Bridgeport. The chair asked for nominations from the floor, and the following members were proposed for president: Harold Bohling, Harold Clegg and Robert Simpson.

A vote was taken, and Frank Littleford was elected. The chair was instructed to have the secretary cast a unanimous vote for the remaining officers, including Harold Bohling, Bohling's Nursery, Muaster.

Directors for 1952 are Troy Bunch, Harold Bohling, Robert Hoffman, C. J. Moldenhauer, James Maschmeyer, Clarence Wesdorp, Harold Clegg and Argel Pion.

Nursery Advertising

Prof. Earl A. McIntyre, of Michigan State College, spoke on nursery advertising. First he pointed out that advertising is not an expense; it is an investment. He said that much of our advertising dollar is thrown away unless certain principles are followed. Some of the points he stressed were: Learn to cooperate; exchange ideas; be a good merchandiser; advertise the right item at the right time, at the right price.

He asserted that selling is serving. Customers expect value received and service. This means that the nurseryman's whole organization should be schooled on serving the customers, to make them welcome by prompt, courteous service. He pointed out that 50 per cent of sales are made in spring and 30 per cent in fall; so firms should spend their advertising dollar likewise. An impor-

tant item in good advertising is display. He stated that 49 per cent of sales are impulse buying.

Some points to remember in writing advertising are: Don't brag. Be specific (product information); people want to know what it will cost. Most of all, be honest in your advertising.

How much should one spend for advertising? The average seems to be a 2 per cent minimum and a 4 per cent maximum. How to spend the advertising dollar? First plan a program; a good program needs continuity. If you have a good newspaper in your community, this will be the cheapest way. Next to the newspapers is direct mail with use of post cards. Classified advertising in newspapers is very good. He pointed out the use of billboards and stated that these messages are designed to be read in 28 seconds. Professor McIntyre was able to back up all his assertions with practical experience in the advertising field.

Harold Hicks, Cottage Gardens, Lansing, Mich., spoke on nursery records as used by his firm and explained the various types. He explained in detail the use of a monthly profit-and-loss sheet. This enables one to know at a glance the financial condition of the firm.

Following a discussion period on records, Harold Timmer spoke on a nursery survey that he made while at Purdue University. This survey was suggested and supported financially by the I. N. A. He pointed out that Indiana ranks sixteen in dollar volume of business, and the nursery industry in Indiana is a \$2,000,000 business. There are approximately 550 nurseries in the state, of which only 100 are important in the growing of woody plant material. He pointed out that plants are generally bought as lining-out stock and grown on. Landscape business predominates in Indiana, and most concerns grow stock because they are unable to get quality stock when they want it.

A general social get-together was enjoyed in the evening. Members showed color slides of interest.

Selling Plants in Pots

Wednesday morning's meeting was called to order by Howard Carr. The first speaker was Kenneth Haysler, Cloverset Flower Farms, Kansas

City, Mo. He illustrated his talk with colored slides of their operations. He pointed out reasons for selling plants in pots. He said that they were able to sell plants to people when they wanted them regardless of the season. By having their plants in containers they were able to take care of impulse buying. They now pot 125,000 plants a year in Cloverset pots.

Marguerite Smith, garden editor of the Indianapolis Times, told about a column she writes for the Times called "Over the Garden Fence." This column has been successful because of the excellent cooperation she receives from the nurseries around Indianapolis.

Because the social security tax is new to the nursery business, E. J. Hupe, of the social security division, spoke on "Federal Old Age Security." Mr. Hupe explained how the change in the social security law affected the nursery employees. A discussion period followed, and the nurserymen were able to have a lot of their questions answered.

Perennials

The afternoon session was opened by H. Schnitzius, New Augusta Nurseries, New Augusta, Ind. He told of his many experiences in the new uses of perennials. People with large window areas wish to have colorful views, and it is his opinion that nurserymen would do better to find new uses for old perennials than to try to find newer varieties. Ground covers are in high demand, and if handled properly a good ground cover can be established in three months.

Prof. R. B. Hull spoke on Indiana's newly founded arboretum, "The Hills." Through the cooperation of the I. N. A., the Greater Indianapolis Horticultural Society, the Purdue Alumni Seed Improvement Association and others, this project was launched a year ago with the securing of about 200 acres of land. Topographical surveys and soil surveys are completed. C. Sowder, former Purdue horticulturist, has been engaged. Progress is being made, and in the near future Indiana will be able to be proud of a fine arboretum.

A panel discussion on nursery equipment followed. F. Littleford, Vincennes; R. Milne, Muncie; Harold Bohling, Munster; M. Engle-

[Continued on page 82]

STRAWBERRIES—ASPARAGUS—GRAPES

For Immediate or Later Delivery, as Desired.

Carefully dug, graded and packed for shipment.

STRAWBERRY PLANTS

Grown in chemically treated soil; free from disease and insects.

We are facilitated to take care of your Strawberry orders, large or small, making shipments direct to your customers under your tags, or direct to you in large lots for reshipment. We recommend shipping soft, succulent plants like Strawberries direct from grower to customer. When handling orders in this manner, plants are received by the customer in good fresh condition for planting. We are furnishing plants in this manner for several of the larger catalog houses throughout the country. Dormant plants from our modern cold storage are used in filling all late spring orders because experience has proven they are much more satisfactory. Write us for details on our pack-out service on Strawberries.

	Per 25	Per 100	Per 250	Per 1000
Ambrosia Late	\$0.40	\$1.25	\$2.25	\$ 8.00
Aroma	.40	1.25	2.25	8.00
Big Joe	.40	1.25	2.25	8.00
Blakemore	.40	1.25	2.25	7.50
Catskill	.45	1.35	2.50	8.50
Chesapeake	.45	1.35	2.50	9.00
Dorsett	.40	1.25	2.25	8.00
Dunlap	.40	1.25	2.25	7.50
Fairfax	.45	1.35	2.50	8.50
Fairland	.40	1.25	2.25	8.00
Fairpeak	.45	1.35	2.50	8.50
Gem (Everbearing)	.75	2.50	4.75	17.00
Klonmore	.40	1.25	2.25	7.50
Lupton Late	.40	1.25	2.25	8.00

	Per 25	Per 100	Per 250	Per 1000
Mastodon (Everbearing)	\$0.75	\$2.50	\$4.75	\$17.00
Massey	.40	1.25	2.25	8.00
Midland	.45	1.35	2.50	8.50
Premier	.45	1.35	2.50	8.50
Red Crop	.40	1.25	2.25	8.00
Red Star	.45	1.35	2.50	8.50
Robinson	.40	1.25	2.25	8.00
Streamliner (Everbearing)	.75	2.50	4.75	17.00
Southland	.40	1.25	2.25	8.00
Superfection (Everbearing)	.75	2.50	4.75	17.00
Sparkle	.40	1.25	2.25	8.00
Temple	.40	1.25	2.25	8.00
Tennessee Beauty	.40	1.25	2.25	8.00
Tennessee Shipper	.40	1.25	2.25	8.00

GRAPEVINES

	Each	Per 10	Per 100	Per 1000
Agawam (red), 2-yr., No. 1	\$0.30	\$2.00	\$15.00	\$125.00
Agawam (red), 1-yr., No. 1	.25	1.75	12.00	100.00
Brighton (red), 2-yr., No. 1	.30	2.00	15.00	125.00
Brighton (red), 1-yr., No. 1	.25	1.75	12.00	100.00
Caco (red), 2-yr., No. 1	.30	2.00	15.00	125.00
Caco (red), 1-yr., No. 1	.25	1.75	12.00	100.00
Catawba (mahogany), 2-yr., No. 1	.30	2.00	15.00	125.00
Catawba (mahogany), 1-yr., No. 1	.25	1.75	12.00	100.00
Concord (blue), 2-yr., No. 1	.25	1.75	12.00	100.00
Concord (blue), 1-yr., No. 1	.20	1.50	9.00	80.00
Delaware (red), 2-yr., No. 1	.30	2.25	18.00	150.00
Delaware (red), 1-yr., No. 1	.25	2.00	15.00	125.00
Fredonia (black), 2-yr., No. 1	.30	2.00	15.00	125.00
Fredonia (black), 1-yr., No. 1	.25	1.75	12.00	100.00
Moore's Diamond (white), 2-yr., No. 1	.30	2.00	15.00	125.00
Moore's Diamond (white), 1-yr., No. 1	.25	1.75	12.00	100.00
Moore's Early (black), 2-yr., No. 1	.30	2.00	15.00	125.00
Moore's Early (black), 1-yr., No. 1	.25	1.75	12.00	100.00
Niagara (white), 2-yr., No. 1	.30	2.00	15.00	125.00
Niagara (white), 1-yr., No. 1	.25	1.75	12.00	100.00
Portland (white), 2-yr., No. 1	.30	2.25	18.00	150.00
Portland (white), 1-yr., No. 1	.25	2.00	15.00	120.00
Worden (black), 2-yr., No. 1	.30	2.00	15.00	125.00
Worden (black), 1-yr., No. 1	.25	1.75	12.00	100.00

ASPARAGUS ROOTS

We are the largest growers of Asparagus roots in America. The continued increase in demand for our roots is ample proof of our customers' satisfaction. Our Asparagus has made a very good growth again this season, and test digging from various farms indicates the crowns will average better in quality than ever before.

MARY WASHINGTON ASPARAGUS

	Per 25	Per 100	Per 250	Per 1000
3-yr., No. 1 grade	\$1.25	\$4.00	\$8.75	\$30.00
2-yr., No. 1 grade	1.00	3.00	5.75	20.00
1-yr., No. 1 grade	.75	2.50	4.25	14.00

Write for special prices on quantity lots of Asparagus, Strawberries or Grapes. We can quote even more attractive prices than those specified in this advertisement to buyers interested in large quantities.

FREE PACKING FOR CASH WITH ORDER. Our regular Wholesale List offers a complete line of nursery stock. If you failed to receive your copy, write us today. When requesting wholesale rates, kindly use your printed stationery indicating you are entitled to trade prices.

BUNTINGS' NURSERIES, Inc.

Box 3

SELBYVILLE, DELAWARE

Your Business — Today and Tomorrow

By Richard P. White, A. A. N. Executive Secretary

Somewhere and sometime during the winter meetings, we usually take a look at the over-all economic picture. We then attempt to form an opinion as to the influence of various factors on our own business outlook. I have selected this occasion to tell you of the results of my analysis of the current situation and its over-all influence on your business outlook for 1952.

Before making predictions for the future of the industry, however, it is necessary for us to examine those factors that create business and sales for nurserymen. We must also examine the inventory situation and the various economic factors that enter into the production of inventory.

It is further necessary for us in this particular period of world history to look into certain influencing factors such as the world economic situation that have an effect on all business, and our domestic situation in regard to income, taxation, employment and, this year, also politics, since 1952 is an election year.

Part 1. Influence on Business

Before we get into our own particular field, the nursery industry, where we know our way around, let us look into some of the basic things which are going to affect all business, including our own.

1952 Income

Consumer income in 1952 is predicted to reach \$12,000,000,000 to \$15,000,000,000 more than in 1951. At its close, 1951 income was running at approximately a rate of \$257,000,000,000. This figure is at a rate of \$2,000,000,000 higher than in July, 1951, and is \$30,000,000,000 ahead of the rate of a year ago. This situation, standing alone, is a sure sign of increased spending to come.

This increased consumer income is going to be due to increased wage and salary scales. Another round of wage increases is sure to come in 1952, with organized labor already initiating pressure in the steel negotiations.

Incomes available for spending are

First part of an address on "Your Business and the A. A. N.—Today and Tomorrow," by R. P. White, executive secretary of the American Association of Nurserymen, presented at the convention of the Illinois State Nurserymen's Association at Chicago, January 15.

now at a record high in spite of taxes and will increase, as indicated, \$12,000,000,000 to \$15,000,000,000, or approximately five per cent over last year. 1951 consumer income increased nine per cent over 1950. The increase in 1952 will go mostly to city and urban workers, but one must not overlook the farm market for our commodities. Farm income for 1951 will approximate \$15,000,000,000. This is \$2,250,000,000 more than in 1950, but is \$2,000,000,000 less than the peak year of 1947. The farm mar-

ket promises to continue to be a remunerative one.

Government spending will be up in 1952 over 1951; \$66,700,000,000 authorized by Congress is still unallocated for defense spending. Election years are not conducive to reductions in spending, as we all know from experience. In fact, it is indicated that the last half of 1952 will see deficit spending of approximately \$15,000,000,000, thus increasing the inflation pressures.

Another interesting factor in re-

POTTED GRAFTS FOR SPRING, 1952

	Per 100
Acer Palmatum Atropurpureum	\$65.00
Acer Palmatum Atropurpureum Dissectum	65.00
Cornus Florida Alba Plena	45.00
Cornus Florida Pendula	45.00
Cornus Florida Prosser Rubra	65.00
Cornus Florida Rubra	45.00
Cornus Florida Welchii	45.00
Cryptomeria Lobbi Compacta	50.00
Fagus Sylvatica Asplenifolia (Fernleaf)	65.00
Fagus Sylvatica Fastigiata (Pyramidal)	65.00
Fagus Sylvatica Pendula	65.00
Fagus Sylvatica Riversii (Purple Beech)	65.00
Magnolia Alba Superba	60.00
Magnolia Lennei	65.00
Magnolia Soulangeana	60.00
Magnolia Soulangeana Nigra	60.00
Magnolia Stellata	60.00
Magnolia Stellata Rosea	60.00
Magnolia Stellata Waterlily	60.00
Pinus Cembra	50.00
Pinus Strobus Nana	50.00
Pinus Strobus Pendula	50.00
Pinus Parviflora Glauca	50.00
Tanyosho Japanese Table Pine	40.00
Thuja Occidentalis Douglasii Spiralis	40.00
Thuja Occidentalis Elegantiissima	40.00
Thuja Occidentalis Lutea George Peabody	40.00
Thuja Occidentalis Nigra	40.00
Thuja Occidentalis Pyramidalis	40.00
Thuja Occidentalis Rosenthalii	40.00
Thuja Occidentalis Wareana (Sibirica)	40.00
Thuja Orientalis Aurea Nana	40.00
Tsuga Canadensis Heterophylla	40.00
Tsuga Canadensis Mertensiana	40.00
Tsuga Canadensis Sargentii	45.00
Wistaria Multijuga (Lavender, long clusters)	40.00

No packing charges. 25 per cent deposit on all C.O.D. orders.

VAN DINE NURSERY

Berdan Ave., R. D. 4

Freekness, Paterson, N. J.

EVERGREENS

300 acres of choice Evergreens
ready for immediate resale

Write for list.

GARDNER'S NURSERIES, Inc.
ROCKY HILL, CONN.

CHINESE CHESTNUTS

Hemming Strain
of Heavy-bearing Trees.

Blight-resistant.

	Per	Per	Per
	10	100	1000
12 to 18 ins.	\$2.50	\$22.50	\$200.00
18 to 24 ins.	3.50	32.50	300.00

EASTERN SHORE NURSERIES, Inc.
EASTON, MARYLAND

KEEP YOUR PROFITS **UP** WITH *CLOVERSET POTS

YOU CAN ORDER CLOVERSET POTS FROM ANY OF THE FOLLOWING:

FLORIDA

HAROLD E. KENDALL
Box 868, Gouls, Florida

ILLINOIS

VAUGHAN'S SEED CO.
601 W. Jackson Blvd., Chicago 6, Ill.

INDIANA

ERNST, Inc.
Muncie, Indiana

KANSAS

WILLIS NURSERY CO.
Ottawa, Kansas

MICHIGAN

GROWERS EXCHANGE, Inc.
Grand River and Drake Rd.
Farmington, Michigan

MISSOURI

A. H. HUMMERT SEED CO.
2746-48 Chouteau Ave.
St. Louis 3, Missouri
CLOVERSET FLOWER FARM
105th & Wornall Rd.
Kansas City 5, Missouri

NEW JERSEY

N. J. FARM SUPPLY COOP. ASSN., Inc.
449 Market St.
East Paterson, New Jersey
MOORESTOWN GARDENS, Inc.
Moorestown, Burlington County, N. J.

NEW YORK

JACKSON & PERKINS CO.
Newark, New York

OHIO

BURWELL NURSERIES CO.
4060 E. Main, Columbus 9, Ohio

OREGON

PORTLAND WHLSE. NURSERY CO.
306 S.E. 12th Ave., Portland, Ore.

For prompt delivery, we suggest you order from the location nearest you. Please check distributor's prices, which will be F.O.B. their locations.

Interested Distributors: Write for Information.

Order now from location nearest you, and have plenty for spring potting!

Profitable seasonal cash-and-carry sales start in the potting shed early in the year. Don't risk holding up your important spring potting operations through not having enough Cloverset Pots; place your order now and make sure there'll be plenty on hand when you need them. That way you'll get off to an early start toward satisfactory profits this year.



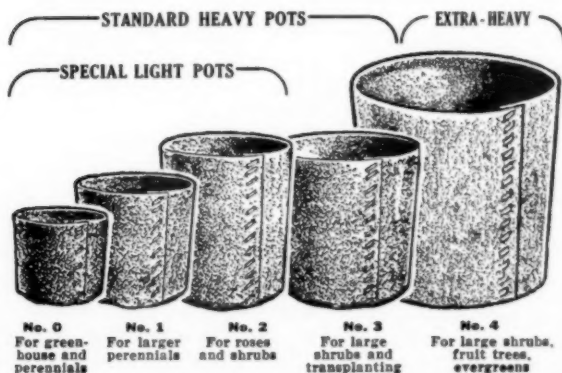
Roses (including climbers and tree roses), vines, delphiniums, carnations, flowering shrubs and trees, fruit trees and ornamentals, as well as many other nursery favorites, can all be potted profitably in Cloverset Pots. Look ahead to your spring and summer season now and place your order in advance to be sure of getting the sizes and weights you want in the quantities you need. A glance at the pot size descriptions at the bottom of the page may help you decide how many pots to order of each size.

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This lining-out stock has all been field grown for at least one year.

Abies concolor (White Fir) Per 100 Per 1000
A tree of symmetrical growth and beautiful bluish foliage.
3 to 6 inches, not transplanted.....\$ 8.00 \$ 64.00

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The Deodar Cedar grows into a fountain of green of surpassing beauty. The color is a light bluish green.
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Chamaecyparis lawsoniana (Lawson Cypress)
A conifer of most satisfying effect, both in stately habit of growth, dense limbs and graceful foliage.
9 to 12 inches, once transplanted..... 17.00 136.00
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Gaultheria procumbens (Wintergreen)
This is the little plant which produces the true wintergreen flavor. Very hardy, low-growing evergreen, 4 to 6 inches, very fruitful, holding red berries all winter. Very attractive.
2-year, once transplanted..... 10.00 80.00

Hedera helix conglomerata (Bunchleaf English Ivy)
Low-growing. Leaves crowded, contorted and small, giving a pleasing massed effect, as the plant lies flat upon the ground. Foliage deep dense green.
2-year, once transplanted..... 20.00 160.00

Juniperus chinensis pfitzeriana (Pfitzer Juniper)
This well known Juniper can scarcely be excelled for terrace and mass planting.
3 to 6 inches, once transplanted..... 16.00 128.00

Juniperus chinensis sargentii (Sargent Juniper)
This Juniper has been well proven as it has been grown in American gardens for more than fifty years.
3 to 6 inches, once transplanted..... 13.00 104.00

Juniperus horizontalis
(Bar Harbor Green Creeping Juniper)
This is a lovely green form of Bar Harbor Blue.
3 to 12 inches, once transplanted..... 20.00 160.00

Juniperus horizontalis glauca (Blue Creeping Juniper)
Very similar to the Bar Harbor Blue with steel-blue foliage throughout the year. A very lovely trailing form. Very hardy.
3 to 6 inches, once transplanted..... 13.00 104.00

Juniperus scopulorum (Rocky Mountain Juniper)
The well known and justly popular western Juniper. A very hardy tree.
12 to 16 inches, once transplanted..... 20.00 160.00
16 to 18 inches, once transplanted..... 24.00 192.00

Kalmia latifolia (Mountain Laurel)
Native of the Appalachian mountains. Grows into compact, symmetrical shrub, densely covered with foliage. Leaves medium size, glossy and unchanging throughout the year. When in bloom the plants are literally bouquets of lovely, cup-shaped flowers, ranging from almost white to deep pink in color on individual specimens. Effective singly or in mass plantings. Height 3 feet or more. Very hardy and very desirable.
9 to 12 inches, once transplanted..... 25.00 200.00

Nandina domestica (Nandina)
A native of the Orient. Characterized by delicate foliage, the long slender leaves being frond-like. It bears large clusters of bright red berries.
9 to 12 inches, once transplanted..... 16.00 128.00

Pinus aristata (Bristlecone Pine)

Slow-growing and rather dwarf. A handsome low shrub with a picturesque and irregular habit of growth.
9 to 12 inches, once transplanted.....\$20.00 \$160.00

Pseudotsuga douglasii (Douglas Fir)

A truly stately tree, and while it reaches great size and height it also possesses great ornamental values when introduced into landscaping plans.
3 to 6 inches, not transplanted..... 8.00 64.00

Taxus baccata (English Yew)

This is the old favorite of English gardens. Native of Europe and North Africa to the Himalayas. Deep green, rapid growing in good soil, very dense.
3 to 6 inches, once transplanted..... 11.00 88.00

Taxus cuspidata (Japanese Yew)

This beautiful yew is a native of the Orient and is hardy, strong and dwarf. It is a spreading tree and in older specimens may reach a spread of 20 feet and height of 8 feet.
3 to 5 inches, once transplanted..... 13.00 104.00

Teucrium chamaedrys prostratum (Dwarf Germander)

A low-growing form spreading into a dense mat 6 inches high. Foliage dark green, flowers lavender. Rapid-growing, desirable ground cover.
1-year, once transplanted..... 9.00 72.00

Thuja occidentalis pyramidalis

(American Pyramidal Arborvitae)

A most desirable arborvitae of narrow columnar growth, dense and compact without pruning.
2 to 5 inches, once transplanted..... 12.00 96.00

Thuja orientalis beverlyensis (Beverly Hills Arborvitae)

A rapid-growing, Oriental arborvitae. Foliage good, bright golden color the year round.
3 to 6 inches, once transplanted..... 15.00 120.00

Tsuga canadensis (Canada Hemlock)

Native New Brunswick to Wisconsin and south to Alabama. A well-known conifer of graceful, pleasing habit of growth, and regarded by some landscape architects as one of the best of conifers.
3 to 6 inches, once transplanted..... 10.00 80.00

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Balled and Bare-Root Stock

Azalea Hinodegiri (Crimson Azalea)

Dwarf, very compact, evergreen azalea. Heavy glossy foliage, hardy in western Oregon. When in bloom the plant is completely covered with bright red flowers.
6 to 9 inches, twice transplanted, Each Per 10 Per 100
BR specimens\$0.55 \$ 5.00 \$ 45.00
9 to 12 inches, twice transplanted,
BR specimens75 6.80 61.00

Azalea mollis (Chinese Azalea)

Very hardy. Blooms before leafing. Foliage bright green and attractive, turning to gorgeous shades of bronze and red in the fall. Flowers are large and borne in great profusion. It has an irresistible appeal and is a great favorite to all who know it. Its plantings cannot be overdone. We are offering choice plants chiefly in the popular shades of salmon and orange.
12 to 15 inches, twice transplanted,
BR budded specimens..... .85 7.70 69.00

gard to money in the pockets of people is that the savings rate for the past several months has been much higher than normal. From April to October, the American people saved 9.5 per cent of their income after taxes. The late summer lull in retail sales was due to a previous spending spree, but the people have now recovered and are saving at an unusually high rate. All factors seem to indicate that a period of increased spending is to be experienced no later than spring, 1952.

Taxes play an important part, as we all know, in the business economy. Corporation taxes are the highest ever at the moment, but it is significant and heartening, at least, to hear Senator George, chairman of the Senate finance committee, state that

this last year's tax bill will be the last bill increasing taxes he will support, except in case of an all-out war. There are many others of like mind in the Congress. At the present time, corporation taxes will take 52 per cent of profits of all except the smallest of corporations and may take up to 70 per cent depending upon the applicability of the excess profits tax. Stockholders are, therefore, hard hit. Individual income taxes are up 11 per cent, also, starting last November 1, but, in spite of this increased tax take, incomes available for spending are at a record high and will go higher in 1952. The key to future profitable sales possibilities for consumer goods and services, including nursery stock and its attendant services, is found in families in the top fifth of

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Sherwood Orchid Azalea

This is a hybrid Hinodegiri and our own introduction. We have been growing it for several years in our nursery where it has attracted much attention. Foliage about the size and gloss of the Hinodegiri Crimson Azalea, but the plant is hardier. Flowers are a clear lavender with speckled throat.

6 to 9 inches, twice transplanted,	Each	Per 10	Per 100
BR specimens	\$0.55	\$ 5.00	\$ 45.00
9 to 12 inches, twice transplanted,			
BR specimens .....	.75	6.80	61.00

Sherwood Red Azalea

A magnificent azalea. Compact, dwarf and evergreen. Foliage as glossy it shines, bright green turning in cold weather to fiery red. Better foliage than Azalea Hinodegiri from which it was hybridized. Flowers in such abundance that the foliage is almost entirely hidden and of the most brilliant blood red imaginable.

9 to 12 inches, twice transplanted,			
BR specimens .....	.75	6.80	61.00
12 to 15 inches, twice transplanted, B&B...	1.15	10.40	93.00

Castanopsis sempervirens (Bush Chinquapin)

One of Oregon's wonderful native evergreens. Bush Chinquapin usually grows only 5 to 6 feet high in a spreading, much-branched shrub. A plant 4 feet high will usually spread 4 to 6 feet. Foliage very dense; leaves dark green above, russet beneath. Flowers in white clusters followed by chestnut like fruits.

15 to 24 inches, twice transplanted, B&B...	1.25	11.20	101.00
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Chamaecyparis lawsoniana (Lawson Cypress)

15 to 24 inches, twice transplanted, B&B...	1.25	11.20	101.00
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Chamaecyparis lawsoniana cerula

One of the fine Lawson variations, of which there are several. Slender and upright, the branches all growing vertical and very close to the trunk of the tree. As slender as a Pyramidal Arborvitae or Irish Juniper and needs little pruning. As indicated by the name, the foliage is deep sky-blue or azure in color. Has the columnar form of the allumi cypress and very desirable where slender trees are needed.

24 to 30 inches, twice transplanted, B&B...	1.50	13.50	122.00
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Chamaecyparis lawsoniana ellwoodii (Ellwood Cypress)

A semidwarf and comparatively new addition to the cypress family. A trim, compact, narrow pyramid with soft, feathery, bluish-green foliage.

15 to 24 inches, twice transplanted, B&B...	1.25	11.20	101.00
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Chamaecyparis lawsoniana erecta glauca

(Blue Column Cypress) (Allumi)

A cone-shaped cypress erect in growth and with vertical foliage of turquoise blue.

15 to 24 inches, twice transplanted, B&B...	1.25	11.20	101.00
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the market. These families earn more, spend more and save more (even after taxes) than any other income group in the nation. In this group, too, will be found the highest percentage of homeowners, one of the most sure and stable outlets for our commodities.

The Korean situation, whether we have a real or phony peace, or whether we go in and out from a cease-fire order to a continuation of hostilities of this so-called "police action," will have little influence on private payrolls or government spending in 1952. No matter what happens in Korea, the defense effort will continue on a large scale. Even now, the entire impact of the rearmament program has not been felt in the civilian economy and will not



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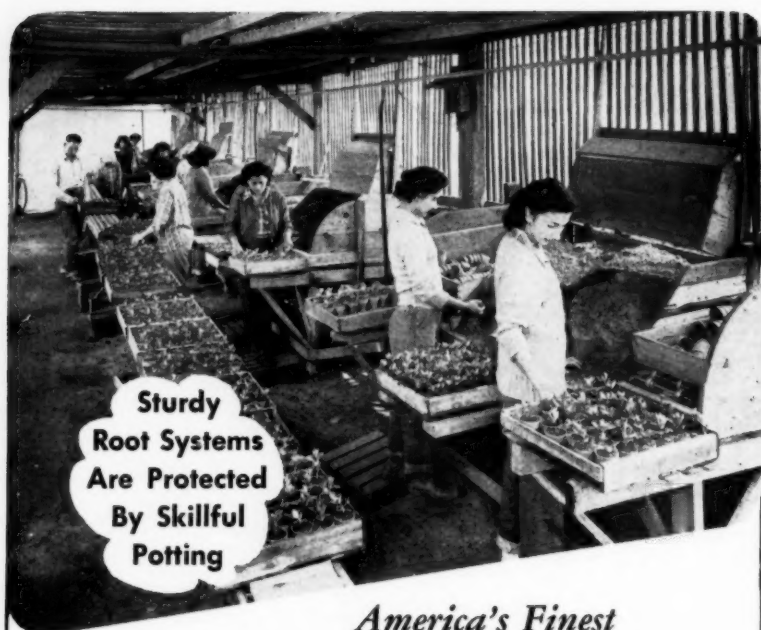


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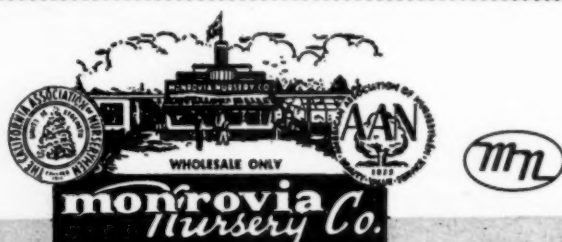


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	2 1/4" Pots	EACH
<i>Euonymus japonicus grandifolia</i>		15c
<i>Feijoa sellowiana</i>		12c
<i>Juniperus chinensis pfitzeriana</i>		20c
<i>Juniperus chinensis prostrata</i>		20c
<i>Ligustrum texanum</i>		15c
<i>Osmanthus fragrans</i>		17 1/2c
<i>Prunus laurocerasus</i>		17 1/2c
<i>Pyracantha Rosedale</i> (Trade Mark Reg.).....		17 1/2c
<i>Thuja occidentalis pyramidalis</i>		17 1/2c
<i>Thuja orientalis aurea nana</i>		20c
<i>Thuja orientalis Blue Spire</i>		17 1/2c
<i>Viburnum suspensum</i>		15c

WRITE FOR OUR FREE CATALOG



P O BOX 196 MONROVIA, CALIF

be felt until at least the first quarter of 1952, when additional cutbacks in less essential production will first be felt. I am sure that the determination has been made in Congress and in the administration to continue to prepare for the worst and hope for the best. The government has over \$66,000,000,000 unallocated and unspent, but authorized, which will be poured into the economic stream in 1952 for defense. The President asked for additional billions in his budget message to Congress early in January. Much of this money will go into domestic production and, therefore, into domestic payrolls. It is interesting to note in this year of the initial phases of our rearmament program that the Business Week Index has been almost flat for the last 11 months, at an index figure of 230 (1923-25=100). On November 1, 1949, the index figure was 160. It increased consistently throughout 1950 to the present level of 230, where it has stood practically still for the entire year. This means that as defense production and gearing for defense output got under way, equal but not upsetting cutbacks have taken place in our civilian production. It is anticipated that this index will see another sizable spurt in 1952, when defense production really begins to take its big bite.

Influence of Politics

Everything from now on that happens at Washington will be colored by politics, even as related to our foreign policy as well as to domestic policies and our over-all economy. Politics will not have too great an influence upon business conditions in the spring, but there will be a falling off in business activity during the fall campaign, if past experience is any measure of what we may expect. It is known now that the administration will follow its usual tactics of promising everything to everybody, particularly peace and prosperity. These are going to be the key words in the 1952 fair deal campaign. Nothing will be said about economy in government, crime and corruption in high places, subversive influences in critical areas of certain departments and bureaus. The counter campaign will be built on corruption, inefficiency and bungling—drift toward a welfare state and socialism, and spendthrift irresponsible administration.

It looks as if another 1920 spree was in the making unless the current profligate spending policies are curbed, which certainly will be followed by another 1930 hangover. When this starts and stops is anybody's guess. It has recently been re-

PENNSYLVANIA EVERGREEN SEEDLINGS

grown at High Altitude, in the heart of the
ORIGINAL PENNSYLVANIA PINE FORESTS

	Per 100	Per 1000		Per 100	Per 1000
Scotch Pine (Sylvestris), 2-0, 4 to 6 ins.	\$2.50	\$20.00	Norway Spruce, 3-0, 6 to 10 ins.	\$ 5.00	\$40.00
Scotch Pine (Sylvestris), 3-0, 8 to 12 ins.	3.50	30.00	Colorado Blue Spruce, 2-0, 2 to 4 ins.	3.50	25.00
Scotch Pine (Riga), 2-0, 2 to 4 ins.	2.50	15.00	Colorado Blue Spruce, 3-0, 4 to 6 ins.	4.50	35.00
Scotch Pine (Riga), 2-0, 4 to 8 ins.	3.50	25.00	Colorado Blue Spruce, 4-0, 6 to 10 ins.	5.50	45.00
American Red Pine, 2-0, 2 to 4 ins.	3.50	25.00	Black Hills Spruce, 2-0, 3 to 5 ins.	3.00	20.00
American Red Pine, 3-0, 4 to 6 ins.	4.00	30.00	Black Hills Spruce, 2-0, 5 to 8 ins.	4.00	30.00
American Red Pine, 3-0, 6 to 9 ins.	5.00	40.00	White Spruce, 3-0, 3 to 6 ins.	3.50	25.00
American Red Pine, 4-0, 8 to 14 ins.	6.00	50.00	Engelmann Spruce, 2-0, 3 to 6 ins.	4.00	30.00
Japanese Red Pine, 2-0, 2 to 4 ins.	2.50	15.00	Balsam Fir, 4-0, 5 to 10 ins.	6.00	50.00
Japanese Red Pine, 2-0, 4 to 7 ins.	3.50	25.00	Douglas Fir, 2-0, 3 to 6 ins.	3.50	25.00
Japanese Red Pine, 3-0, 8 to 16 ins.	4.00	30.00	Japanese Larch, 3-0, 8 to 14 ins.	3.00	25.00
Austrian Pine, 2-0, 3 to 5 ins.	4.00	30.00	Japanese Larch, 3-0, 14 to 30 ins.	5.00	35.00
Ponderosa Pine, 2-0, 4 to 6 ins.	4.00	30.00	European Larch, 3-0, 15 to 30 ins.	5.00	35.00
White Pine, 2-0, 3 to 5 ins.	3.50	25.00	Hemlock (Canadian), 2-0, 3 to 6 ins.	4.50	35.00
White Pine, 4-0, 6 to 14 ins.	6.00		Chestnut, blight-resistant, 1-0, 10 to 16 ins.	20.00	25c each in lots of 10
Mugho Pine (Dwarf), 2-0, 2 to 3 ins.	3.00	20.00			
Mugho Pine (Dwarf), 2-0, 3 to 5 ins.	4.00	30.00			
Norway Spruce, 2-0, 3 to 6 ins.	3.00	20.00			
Norway Spruce, 2-0, 6 to 9 ins.	4.50	35.00			

Transplant listing will be sent on request.

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To plant on trellises, arbors, screens, fences, walls, banks and chimneys.

Of course they want the best, so here they are:

SILVER LACEVINE. Also called China Fleecevine. Both names describe it well. Probably the fastest-growing vine on the market. Not unusual for it to grow 15 to 20 feet or more in a season. Covered with large masses of lacy or fleecy white flowers in late summer and fall. Silverlace is the vine for quick results

2-year, No. 1 **\$4.50** per 10; **\$40.00** per 100.

BOSTON IVY. For years we used to call this *Ampelopsis Veitchii*, but the botanists now insist its proper name is *Parthenocissus Tricuspidata*. In spite of its name it is one of the most beautiful and useful of vines. It has dark glossy green, deeply lobed leaves, tiny when young, as big as your hand when mature. It will climb walls of brick, stone or stucco without assistance and cling to them tightly making a restful green covering.

2-year, No. 1 **\$4.50** per 10; **\$40.00** per 100.

2-year, Medium **3.50** per 10 **32.00** per 100.

GOLDFLAME HONEYSUCKLE. A Willis introduction of which we are justly proud. Flame-coral trumpets lined with gold. Flowers abundantly from May until frost. Can be trained as a shrub ground cover or vine. America's finest hardy everblooming plant.

2-year, No. 1 **\$5.00** per 10; **\$45.00** per 100.

2-year, Medium **4.00** per 10; **35.00** per 100.

AMERICAN BITTERSWEET. The American Bittersweet (*Celastrus Scandens*) is better than the European because its longer fruit stems prevent the berries from being concealed by the foliage. Its berries are also much brighter in color. Our vines are propagated vegetatively to insure your getting fruiting plants. They are worth more money, but our prices are low.

2-year, No. 1 **\$3.50** per 10; **\$30.00** per 100.

HALL'S HONEYSUCKLE. An evergreen vine that is hardy nearly all over the country. There probably is no better vine for planting on steep banks to prevent erosion or to cover unsightly ground areas. Planted on a fence or trellis it makes an evergreen screen affording complete privacy. In early summer its delightfully fragrant flowers scent the air all around. Upon first opening the flowers are pure white, then turn to a creamy yellow. Few vines give one so much for his money.

2-year, No. 1 **\$2.50** per 10; **\$22.00** per 100.

2-year, Medium **2.10** per 10; **18.00** per 100.

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OTTAWA, KANSAS

ported that the present administration has collected more money in taxes than had been collected by all previous administrations combined. This administration has spent more than one third of all the money ever spent by the United States government, and we have had some pretty expensive years in World Wars I and II.

Those who fear a depression in the immediate future, if a change of administration takes place in 1952, had better begin thinking about the depression and total collapse that could occur if this current trend is permitted to continue. Senator Byrd of Virginia, one of the truly great Americans of today, warned us in Los Angeles, December 5, that if America is destroyed it will be the result of fiscal irresponsibility. We have recently weathered one period of paper prosperity and the inevitable hangover that followed it. We can weather another one, too, in my judgment, and still come out with a sound currency, provided the debauchery of our currency and corruption in high places are not permitted to go any further. Lenin, patron saint of communism, is quoted to the effect that to destroy a political and social system such as ours, "you must debauch its money." Politics definitely will have an influence on business conditions in 1952, as they always do in a presidential election year, and this will be felt most in the autumn, after Labor day; consequently, do all the business you can in the spring and keep the fall months for campaigning for your favorite candidate and voting for him. This must be the year, in my opinion, when the American people will decide whether to have a semblance of a free economy left or to go down the path to a completely socialistic state.

[To be continued.]

CINCINNATI ANNIVERSARY

The Cincinnati Landscape Association observed the 25th anniversary of its organization December 27 at a dinner meeting at the Netherlands-Plaza hotel, Cincinnati, O. The honorary members of the association and a number of other friends were special guests.

The officers for 1952 were installed—Elmer Heitmeyer as president, Henry T. Mezger as vice-president and E. A. Smith as secretary-treasurer. Entertainment followed the dinner. The secretary was presented a fine Hamilton wrist watch in recognition of 25 years of service.

E. A. Smith, Sec'y.



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Plant Notes Here and There

By C. W. Wood

An eastern correspondent wants a list of the taller-growing day lily species for a special job he will do next spring. The qualifying word "tall" has to be taken somewhat figuratively, because there are no *hemerocallis* species of really lofty nature that I know. However, a few kinds can be coaxed into quite stately growth if they are generously treated. Then there are, no doubt, some kinds among modern hybrids which could fill the role, perhaps even better than the species. Of that I cannot say, for I make no effort to keep up with all that is going on in that field of endeavor.

Among the species, one need go no further than *Hemerocallis luteola*. As usually grown, it does not exceed three feet, but I visited a garden for years where, planted in deep, rich soil at the base of a forsythia hedge, it grew more than four feet tall and was then a stately plant. The common tawny day lily, *H. fulva*, will get close to four feet tall under the same conditions, especially if given plenty of moisture. The citron day lily, *H. citrina*, will likewise give one a height exceeding three feet. In the garden mentioned, the day lilies were interplanted with *Campanula lactiflora* in one of its strong-growing forms, perhaps the one known as *C. celtidifolia*, which grows five feet or more high after the plants are thoroughly established.

Concerning Thymes

If the craze for rock gardening which struck this country a score of years ago had done no more than give thymes a part of the recognition they deserve, it would have served a good purpose. As we look back over the evolution of gardening from primitive times to the present, it appears that many of our well-loved ornamental plants of today have followed the same path. First they were a part of the old-time physic garden, in which they received many of the endearing names they now bear and in which the facts and fancies of their curative properties were formulated, or they grew in the culinary garden and were viewed through the cook's eyes.

Some eventually graduated from these utilitarian roles into ornamental plantings, though few were showy enough to carry them through centuries of popularity. Unfortu-

nately, thymes were among the latter and, had it not been for the fragrance of their foliage and for the few souls who were attuned to their charms, these sweet-smelling herbs might have passed entirely from the garden scene. Thanks to the vogue of rock gardening, to a revival of interest in old things and to the pursuit of fragrance, thymes have again come into their own.

No small part of the attractiveness which surrounds these inhabitants of old-time gardens is the deep affection shown them by practitioners of the art of husbandry during bygone days. Florigraphists, those quaint ancients who looked for signs in every plant, tell us that thymes are symbols of activity and courage, the first because of the nimbleness of their creeping kinds in getting

around and the other from the intrepidity of all in the face of adverse circumstances.

These fancies, both of which are based upon facts, will tell the observant gardener that plants of that nature would be useful in modern plantings even though they lacked the fragrance and beauty of leaf and flower which are theirs. The herbalists could not, of course, allow anything so fragrant as thyme to pass unnoticed; so we are not surprised to find them stressing its efficacy in

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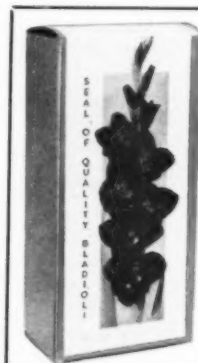
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12,000 Juniper, Scopulorum, 6 to 9 ins., sdlg.	6.00	55.00
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12,000 Mugho Pine, 6 to 8 ins., 3-yr., sdlg.	6.00	50.00
35,000 Ponderosa Pine, 4 to 6 ins., 2-yr., sdlg.	3.50	30.00
30,000 Scotch Pine, 3 to 6 ins., 2-yr., sdlg.	4.00	35.00
10,000 Scotch Pine, 6 to 9 ins., 2-yr., sdlg.	5.00	45.00
10,000 Scotch Pine, 9 to 12 ins., 3-yr., sdlg.	7.50	65.00
40,000 Black Hills Spruce, 2 to 4 ins., 3-yr., sdlg.	3.00	25.00
15,000 Black Hills Spruce, 4 to 6 ins., 3-yr., sdlg.	5.00	40.00
60,000 Colorado Blue Spruce, 2 to 4 ins., 3-yr., sdlg.	3.00	25.00
20,000 Colorado Blue Spruce, 4 to 6 ins., 3-yr., sdlg.	5.00	40.00

Seedlings and transplants above are available for Spring of 1952 as soon as digging conditions permit in early April.

JEWELL NURSERIES, Inc.
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many ills and especially those of the head, for "it is under the dominion of Venus, though under the sign of Aries," as Culpeper pointed out, "and therefore chiefly appropriated to the head." Although these matters are of little concern to present-day gardeners, they are a part of the charm of old-time plants and add to one's enjoyment of them.

One could go on and on in the delightful pastime of examining the thymes in their associations with gardeners down through the ages, but our main interest at present lies in another direction, that of fitting them into the modern garden, to which we now address ourselves.

As the mother of thyme, *Thymus serpyllum*, crept over the valleys, hillsides and low mountains of temperate Europe, Asia and north Africa during the ages, it varied into myriad forms. That has made life more difficult for the botanists who have felt the urge to ferret out the relationship of the different kinds, while making the gardeners' lives more pleasant. This variability of *serpyllum* yields, for a little searching, a form for most garden purposes, so long as the situation is sunny and well drained. If the gardener wants a close, dense carpet to cover the spaces between stepping-stones, to plant in the crevices of the paved terrace, or for some other similar ends, he will find it in forms like the varieties *albus*, *coccineus*, *lanuginosus* and *minus*, all ground-hugging plants of dense growth.

The first, *albus*, is, as its name implies, a white-flowered form, with pale green leaves and a long blooming season. In addition to its value in paths and terraces, where besides its delight to the eye it introduces a sweet odor, it is useful as a ground cover over small bulbs and as a wall plant. It is not so drought-resistant as most thymes, however, hence should not be used over *Iris reticulata*, *Mariposa lilies* and others that should be kept as dry as possible during their dormant seasons.

Coccineus is perhaps the most delightful of the tiny ones and assuredly is the showiest. The foliage carpet that it produces is of about the same density as that of *albus*, but in this case the leaf color is shining dark green, over which another dense layer of bright crimson flowers is spread in June and July.

Take the loveliest thyme foliage that you know, cover it with a mat of gray wool and you have variety *lanuginosus*, one of the loveliest of all sun-loving carpeters. In it one gets about everything that the perfect cover is expected to possess, in-

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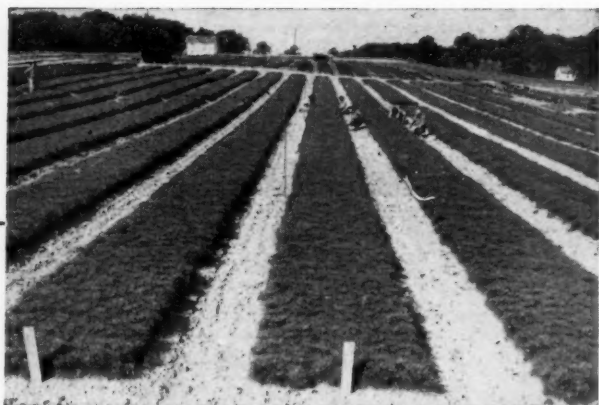
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cluding beauty of leafage and properties which allow it to thrive under the most trying dry conditions. Like everything else of an earthly nature, lanuginosus falls short of absolute perfection, failing in its flower production to come up to the standard set by others of its kind. In truth, unless one is luckier than I have been, he may never see a lanuginosus flower in his lifetime, unless he substitutes the recently introduced Hall's variety, which is a generous producer of rich red blooms. The ability to flower freely has, however, taken away some of the gray wool of the type; so one loses beauty of foliage while gaining a few flowers.

One is on less secure ground when he approaches variety minus, the last of the tiny ones which will be referred to here. Most authorities do not mention it at all; some allude to it vaguely; all that include it in their lists agree that it is something of a miff, demanding the most perfect drainage in a lean soil, though not without constant moisture. That sounds like no thyme that I know; so I am not sure that the tiny-leaved, pink-flowered form which one sometimes sees in gardens and nurseries as T. s. minus is the true thing. If it is, moisture is of little importance to it, nor is the presence or absence of fertility of great moment in its life. The plant known in gardens as minus is in fact one of the most accommodating thymes, spreading its thin carpet of green over any dry sunny spot and raising little spires of pink flowers at the usual thyme time in summer.

The form of serpyllum known in gardens as splendens is a ramper, beautiful in its thick fluffy carpet of green and relatively tall spires of rosy-red flowers, but it is not to be used in the neighborhood of choice delicate things. Its ample mounds may eventually get to be as much as a foot thick and a yard or more across. Its ability to stand up under drought and exposure, coupled with a vigorous growth, makes it one of the best for planting in unconsidered places, where it can spread as it likes, with the assurance to the gardener it will always be an ornament.

Before I go on to the more or less upright varieties of serpyllum, it might be well to mention that the species contains many creepers not mentioned here, creepers varying in size and color of leaf as well as in color of flower and in fragrance. As a consequence, few adventures in gardening are likely to yield more pleasure than that of growing plants from mixed serpyllum seeds.

Among the variegated forms of

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<i>Azalea mollis</i> , 3 to 6 ins., X, 2-yr., field beds.25	<i>Juniperus chin. pfitzer</i> , Golden, 6 to 8 ins., X, 2-yr.35	<i>Philadelphus virginialis</i> , 12 to 18 ins., X, 2-yr.18
<i>Azalea mollis</i> , 6 to 9 ins., XX, 3-yr., branched.45	<i>Juniperus chin. pfitzer</i> , Golden, 8 to 12 ins., XX, 3-yr.45	<i>Philadelphus virginialis</i> , 18 to 24 ins., X, 2-yr.22
<i>Azalea schlippenbachii</i> , X, 2-yr., field beds.25	<i>Juniperus glauca hetzi</i> , 12 to 18 ins., XX, 2-yr.35	<i>Pyracantha lalandi</i> , 5 to 10 ins., X, 2-yr.20
<i>Calycanthus floridus</i> , 12 to 18 ins., 2-yr.12	<i>Juniperus horizontalis glauca</i> , 8 to 12 ins., XX, 2-yr.25	<i>Rhododendron catawbiense</i> , X, 2-yr., field.25
<i>Caragana arborecens</i> , 2-yr.12	<i>Juniperus scopulorum</i> , 6 to 12 ins., X, 2-yr.10	<i>Rhus cotinus</i> , 2-yr.10
<i>Chamaecyparis lawsoniana</i> , 10 to 15 ins., 3-yr.15	<i>Juniperus stricta</i> , 4 to 6 ins., X, 2-yr.25	<i>Rhus cotinus</i> , 10 to 20 ins., 4-yr.35
<i>Chamaecyparis lawsoniana allumi</i> , 6 to 12 ins., X, 2-yr.22	<i>Juniperus stricta</i> , 6 to 10 ins., X, 2-yr.35	<i>Sophora japonica</i> , 8 to 12 ins., 2-yr.12
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<i>Hex erenata bullata</i> , 10 to 12 ins., XX, 2-yr.45	<i>Pieris floribunda</i> , 8 to 12 ins., X, 3-yr.35	<i>Tsuga canadensis</i> , 6 to 10 ins., X, 3-yr.25
<i>Hex glabra</i> , 10 to 15 ins., XX, 3-yr.65	<i>Pieris mariana</i> , 10 to 15 ins., X, 3-yr.65	<i>Tsuga canadensis</i> , 10 to 15 ins., XX, 4-yr.35
<i>Hex rotundifolia</i> , 10 to 12 ins., XX, 2-yr.40	<i>Pinus mughus</i> , 3 to 6 ins., 2-yr.10	<i>Viburnum opulus</i> , 6 to 10 ins., 1-yr.08
<i>Hex rotundifolia</i> , 12 to 18 ins., XX, 3-yr.65	<i>Pinus nigra</i> , 10 to 18 ins., 3-yr.15	<i>Viburnum opulus</i> , 10 to 18 ins., X, 2-yr.12

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Taxus Cuspidata (spreading)
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12 to 15 ins.
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Taxus Cuspidata (spreading),
15 to 18 ins. and 18 to 24 ins.

Taxus Hatfieldi,
18 to 24 ins.

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The STEDMAN NURSERIES
NEWFANE, N. Y.

thyme, whose names seem to mean little in gardens and nurseries, three kinds seem to be popular. Of these, the one with silver variegated leaves is the most popular with gardeners. In it, we have a little bush with a height of six inches instead of the creeping kinds mentioned before.

It would be interesting to trace the names to their proper places, if that were possible, but it would take more space than we have here. It may be mentioned, though, that the silver variegated ones are not so hardy as typical citriodorus and, although they are fragrant, they have not the pronounced odor of lemons. In fact, type citriodorus, with its pronounced smell of lemons, is one of the most pleasantly fragrant of all the thymes, unless we except the caraway-scented one, known in gardens as T. herba-barona. Despite its origin on the warm island of Corsica, herba-barona stands our northern winters well if it is given a protected spot. We had it for years where the snow covered it deeply, and there it persisted until some untoward circumstance carried it away. It is a splendid plant to hang down a southward-facing wall where one's arms will brush it in passing, the least touch inducing it to fill the air with the perfume of caraway.

A pleasant lifetime could be spent collecting the 120 or more species and innumerable varieties embraced in the word thymus. It would be enjoyable not only because of the beautiful and fragrant plants of varied garden uses which would turn up in the search, but the search itself would be challenging. I can vouch for the truth of these statements for, although I never consciously set out to collect thymes, many delightful moments have come from unexpected sources bearing the intriguing label, "thymus species."

In that way came what later proved to be T. nitidus, a little gray shrublet that looks like a 10-inch Irish yew until it decks itself out in rosy-lilac flowers in June and July. Unfortunately, it could not stand our northern Michigan winters, but is said to be generally hardy in the latitude of Chicago. It is available in this country and would make a desirable garden plant wherever hardy.

Where they are hardy, all thymes that I know grow readily in light, well-drained soil in sun. They are easily raised from seeds, which opens a way for the inquisitive gardener to get kinds not generally available in this country. They may also be grown from cuttings at almost any time of the year.

SPECIMEN STOCK

- 25 Blue Spruce, 4 to 6 ft.
- 14 Canadian Hemlock, 6 to 10 ft.
- 25 Dwarf Nest Spruce, 2 to 3 ft.
- 20 Retinospora Plumosa Aurea, 2 1/2 to 5 ft.
- 50 Mugho Pine (dwarf), 2 to 4 ft.
- 250 Ellwangeriana Arborvitae, 2 to 2 1/2 ft.
- 500 American Arborvitae, 2 to 3 ft.
- 20 American Arborvitae, 6 to 8 ft.
- 2 American Arborvitae, 20 ft.
- 25 Juniper, Andorra, 2 1/2 to 3 ft.
- 5 Juniper, Elegantissima Lee, 7 to 8 ft.
- 20 Juniper, Burki, 4 to 5 ft.
- 10 Juniper, Glauca, 5 to 7 ft.
- 10 Juniper, Canaerti, 5 to 6 ft.
- 30 Juniper, Pfitzer, 2 1/2 to 3 1/2 ft.
- 5 Juniper, Pfitzer, 4 to 5 ft.
- 250 Juniper Hibernica, 2 to 2 1/2 ft.
- 150 Chinese Chestnut, 2 to 4 ft.
- 20 Arnold and Baccata Crab, 6 to 10-ft. spread.
- 35 Red Dogwood, 3 1/2 to 5 ft.
- 20 White Dogwood, 10 to 12 ft.
- 5 American White Ash, 2 1/2 to 3 1/2 ins.
- 25 Sweet Gum, 2 to 3 1/2 ins.
- 20 White Birch, 2 to 3 1/2 ins. spec.
- 6 Clump River Birch (3 to 5 stems), 16 to 20 ft.
- 20 Clump River Birch (2 stems), 14 to 20 ft.

SHANER'S NURSERY

R. D. I, Rt. 56
New Kensington, Pa.
20 miles north of Pittsburgh
Phone: N. K. 589

LANDSCAPE SIZE SHRUBS

	Per 10	Per 100
Clethra alnifolia.		
18 to 24 ins.	\$3.50	\$30.00
2 to 3 ft.	5.00	40.00
Ilex verticillata.		
2 to 3 ft.	5.00	40.00
3 to 4 ft.	6.00	50.00
Viburnum cassinoides.		
2 to 3 ft.	5.00	40.00
Viburnum dentatum.		
2 to 3 ft.	4.00	30.00
3 to 4 ft.	6.00	50.00

PAPER BIRCH

	Per 100	Per 1000
Betula papyrifera.		
2 to 3 ft.	\$ 8.00	\$ 70.00
3 to 4 ft.	25.00	200.00
4 to 6 ft.	40.00	300.00
6 to 8 ft.	100.00	....

HEMLOCK TRANSPLANTS

We have approximately 10,000 of each grade. These were transplanted in the spring of 1950 and have nice bushy tops and excellent fibrous roots.

	Per 100	Per 1000
Canadian Hemlock, transplants.		
6 to 8 ins.	\$12.00	\$100.00
8 to 12 ins.	20.00	180.00

All the Shrubs and Paper Birch are first-quality collected material. Send for complete list of Hardy Native Ferns, Lilies, Orchids, Wild Flowers, Trees, Shrubs and Evergreens.

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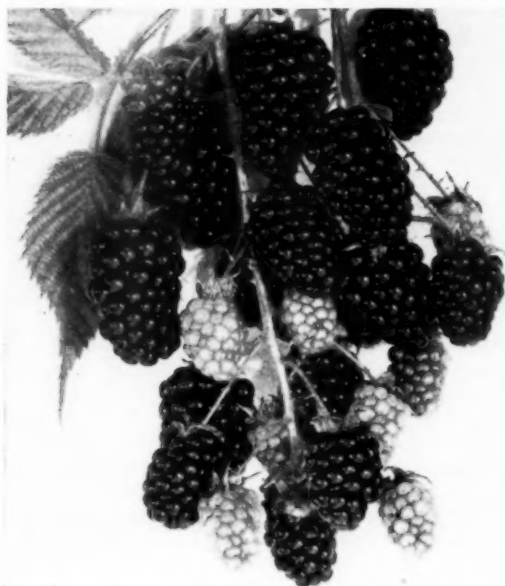
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EXETER, NEW HAMPSHIRE

PACHYSANDRA

The ideal permanent evergreen ground cover plant for shady areas in all climates. Strong, well rooted, 1-yr.-old plants, \$3.75 per 100; \$35.00 per 1000; \$32.50 per 1000 for 5000 or more.

Prompt shipment anywhere.

PEEKSKILL NURSERY SHRUB OAK, N. Y.



Ebony King

Over 150 acres of certified plant material in our nursery to fill your orders—millions of plants from which to choose.

EBONY KING!!

A NEW UPRIGHT BLACKBERRY
NO BLANKS OR STERILE PLANTS



The Ebony King is a new Blackberry that has been under test for the past twelve years and has proven to be a very heavy-producing variety. Berries are exceptionally large, of the Eldorado type. They are very sweet and have the wonderful, sweet blackberry flavor. The berries ripen about a week to ten days earlier than the Eldorado.

Our test block is 100 per cent free of sterility or plants that fail to produce berries. Very thrifty, vigorous-growing bushes that are exceptionally hardy—having withstood the 22-degree below zero temperature last November. The bushes are upright with very strong canes, being able to hold up a heavy crop without breaking down. Potential yield is 8,000 to 10,000 pints per acre.

Per 100 Per 1000
1-yr., No. 1 rooted cuttings.....\$12.00 \$100.00

SMALL FRUITS

These prices cancel all previous lists and are subject to change without notice, 250 or over at 1000 rate. Boxing at cost. All prices F.O.B. Bridgman. Usual terms.

All material listed is ready for immediate delivery if desired. Our modern, controlled temperature storage facilities assures you of quality stock during the entire shipping season.

Write for special quotations on quantity lots.

GRAPES

	Per 10	Per 100	Per 1000
Concord, 2-yr., No. 1.....	\$1.45	\$12.00	\$100.00
Concord, 1-yr., No. 1.....	1.20	10.00	80.00
Niagara, 2-yr., No. 1.....	1.65	13.50	110.00
Niagara, 1-yr., No. 1.....	1.35	11.00	90.00
Catawba, 2-yr., No. 1.....	1.65	13.50	110.00
Catawba, 1-yr., No. 1.....	1.35	11.00	90.00
Fredonia, 2-yr., No. 1.....	1.65	13.50	110.00
Fredonia, 1-yr., No. 1.....	1.35	11.00	90.00
Delaware, 2-yr., No. 1.....	2.00	17.00	140.00
Delaware, 1-yr., No. 1.....	1.65	13.50	110.00
Caco, 2-yr., No. 1.....	2.10	18.00	150.00
Caco, 1-yr., No. 1.....	1.45	12.00	100.00
Van Buren, 2-yr., No. 1.....	3.60	30.00	250.00
Van Buren, 1-yr., No. 1.....	2.20	18.00	150.00
Portland, 2-yr., No. 1.....	2.90	24.00	200.00
Portland, 1-yr., No. 1.....	1.65	13.50	110.00

CURRENTS

Wildier, 3-yr., heavy.....	1.80	15.00	130.00
Wildier, 2-yr., No. 1.....	1.45	12.00	100.00
Wildier, 1-yr., No. 1.....	1.00	8.00	60.00
Red Lake, 2-yr., No. 1.....	1.95	16.00	140.00
Red Lake, 1-yr., No. 1.....	1.45	12.00	100.00

RED RHUBARB

Canada Red, No. 1 divisions.....	4.80	40.00	350.00
McDonnld, No. 1 divisions.....	3.60	30.00	250.00

HORSE-RADISH

Cuttings, 4 to 5 ins.....	.50	3.00	20.00
Whole Roots.....	.75	5.50	45.00

BLUEBERRIES

Prices of Rancocas, Rubel, Jersey

	Each	Per 10	Per 100	Per 1000
2-yr., 9 to 12 ins., bearing age.....	\$0.40	\$3.50	\$35.50	\$300.00
3-yr., 12 to 18 ins., bearing age.....	.55	5.00	47.50	450.00
4-yr., 18 to 24 ins., bearing age.....	.75	7.00	67.50	650.00

GOOSEBERRIES

	Per 10	Per 100
Downing, 2-yr., No. 1.....	\$4.00	\$35.00
Houghton, 2-yr., No. 1.....	3.00	25.00

ASPARAGUS

	Per 100	Per 1000
Paradise and Washington		
3-yr., heavy.....	4.00	30.00
2-yr., No. 1.....	2.50	20.00
1-yr., No. 1.....	2.00	15.00

VICTORIA RHUBARB

Whole Roots	Per 100	Per 1000
1½-in. and up.....	\$ 8.00	\$ 75.00
1 to 1½-in.....	5.50	50.00
¾ to 1-in.....	4.00	35.00
½ to ¾-in.....	3.00	25.00

BLACKBERRIES

Eldorado, Transplants.....	7.50	65.00
Eldorado, No. 1, R.C.....	5.50	45.00
Alfred, Transplants.....	7.50	65.00
Alfred, No. 1, R.C.....	5.50	45.00
Early Harvest, Transplants.....	7.50	65.00
Early Harvest, No. 1, R.C.....	5.50	45.00

RED RASPBERRIES

Latham, Transplants.....	9.00	80.00
Latham, 1-yr., No. 1.....	7.50	65.00
Chief, Transplants.....	8.50	75.00
Chief, 1-yr., No. 1.....	7.00	60.00
Sunrise, Transplants.....	8.50	75.00
Sunrise, 1-yr., No. 1.....	7.00	60.00
Indian Summer, Transplants.....	9.50	85.00
Indian Summer, 1-yr., No. 1.....	8.00	70.00
St. Regis, Transplants.....	7.00	60.00
St. Regis, 1-yr., No. 1.....	6.00	50.00

BLACK RASPBERRIES

Cumberland, No. 1, tips.....	5.00	40.00
Logan, No. 1, tips.....	5.00	40.00
Morrison, No. 1, tips.....	5.50	42.50

PURPLE RASPBERRIES

Sodus, Transplants.....	11.00	100.00
Sodus, No. 1, tips.....	6.50	55.50

DEWBERRIES

Lucretia, Transplants.....	7.50	65.00
Lucretia, No. 1, R.C.....	5.00	40.00

STRAWBERRIES

Fresh-dug Strawberry Plants available for immediate shipment.	Per 100	Per 1000
Premier.....	\$1.00	\$11.00
Robinson.....	1.50	10.00
Dunlap.....	1.30	8.00
Arrowhead.....	1.70	12.00
Catskill.....	1.70	12.00
Superfection.....	1.90	14.00
Streamliner.....	1.90	14.00
Gem.....	1.90	14.00

KRIEGER'S WHOLESALE NURSERY

BRIDGMAN, MICHIGAN

Telephone 22

Varied Topics at North Carolina

By Jesse M. Rawson

Attendance records were broken when 65 nurserymen registered for the 15th annual nurserymen's short course held in the college Y.M.C.A. on the campus of North Carolina State College, Raleigh, January 8 to 10, cosponsored by the North Carolina Association of Nurserymen and the department of horticulture and college extension division.

Business Meeting

President James S. Melton, New River Nursery, Hubert, presided over the business meeting of the North Carolina Association of Nurserymen Wednesday forenoon. Glenn Gilmore, North State Nursery, Julian, chairman of the committee appointed to look into the possibility of the certification of bud and graft wood of fruit stock in North Carolina, gave a report of his findings. The association went on record advocating the certification of the bud and graft wood. Mr. Tennent, Tennent Nursery, Asheville, made a motion, which was carried, to approve the program in principle and permit the committee to continue working on this program, with a report to be given at the summer meeting.

The new slate of officers elected by the association at its business meeting Wednesday was as follows: Dan Reynolds, L. A. Reynolds Co., Winston-Salem, president; Howell Stroup, Cherryville Nursery, Cherryville, vice-president, and Eelco Tingga, Tingga Nursery, Castle Hayne, secretary-treasurer. It was decided to hold the summer meeting at Chapel Hill.

A letter was read from Walter Campbell, Campbell's Nursery, Greensboro, saying he would not be able to attend the meeting because of illness. This broke a precedent, as Mr. Campbell was always a faithful and energetic member at the meetings.

A discussion was held on setting up a foundation for research in the ornamental field of horticulture. Prof. M. E. Gardner, head of the department of horticulture, North Carolina State College, stated that a new man was coming in February to work in this field at the college. The association voted to donate a sum to the North Carolina State College Foundations, Inc., to be used to strengthen programs in the field of ornamentals, the amount to be decided on by the executive committee.

Mr. Gilmore made a motion, which was carried, instructing the new president to work out a plan for a "Plant North Carolina" program. This was heartily agreed to by all present. Past President Melton asked that all the members help in backing the "Plant North Carolina" program.

First Day of Course

The course began with a report by Edwin Coates, extension agricultural engineer, on the gladiolus corm-drying experiment being done

with a grower in the Hendersonville area. Heavy storage losses in 1950 from fusarium dry rot, penicillium mold and storage breakdown created an interest in trying to reduce these diseases by rapid corm drying. Wounds resulting from digging and handling corked over more rapidly when temperature and humidity were kept high for several weeks after digging. The incidence of storage diseases was substantially reduced in 1951 as compared to 1950.

Howard Ellis, in charge of agricultural engineering extension, talked

HARDY ENGLISH WALNUTS

New York State Grown

	Each
2 to 3 ft.....	\$0.90
18 to 24 ins. ....	.70

Also, a general list of nursery stock.

MAXWELL, BOWDEN and RICE, Inc.

Wholesale Nursery

GENEVA, N. Y.

CASH-AND-CARRY

Here are Money Makers for you. Jumbo Fruit Trees, just what your customers want, and practically bearing age. These trees are the Pick Of The Block and are not plentiful, but we have a good assortment.

Apples, all 3/4-inch.

Pears and Plums, both 1-inch and 3/4-inch.

CLUMP BIRCH

There is always a good demand for fine Clump Birch. Two-stem can be supplied in 5 to 6 ft. and 6 to 7 ft. Three-stem in 6 to 7 ft. only. These are nursery grown (Pacific Coast) and not collected trees.

CHINESE ELM

The demand for fast-growing trees is always good. The Chinese Elm, having been so widely advertised, is selling well. Our trees have been transplanted and are fine straight trees with ample roots. Available in 5 to 6 ft., 6 to 8 ft. and 8 to 10-ft. grades.

Our usual fine stock of roses, shrubs, trees, evergreens, etc., available. Quotations gladly furnished or write for wholesale price list.

ILGENFRITZ NURSERIES, Inc.

The Monroe Nursery
MONROE, MICH.

TAXUS MEDIA HALLORAN

Past winters have proved this variety to be very well adapted for the middle western climate. We have 1, 2 and 3-year liners to offer.

VERKADE'S NURSERIES

NEW LONDON, CONN.

LILY BULBS, TREE PEONIES

ONE OF THE LARGEST STOCKS IN THE COUNTRY!

LILIES FOR POTTING: We cannot recommend lily bulbs too highly for potting! This permits their sale at any stage of their growth, but their big appeal is when they are in bloom.

LILIES FOR COUNTER SALES: If you lack the time or space for potting, we will supply large, 4-color pictures to stimulate counter sales.

HARDY LILY BULBS

50 or more at the 100 rate.

LILIAM SPECIOSUM RUBRUM.		Per 100	Per case
rose-pink, spotted deep red. 4½ ft.		\$15.00	\$35.00
7 to 9 ins. (250 per case)		20.00	35.00
8 to 10 ins. (200 per case)		25.00	30.00
9 to 10 ins. (140 per case)		32.50	30.00
10 to 11 ins. (100 per case)		40.00	30.00
11 to 13 ins. (90 per case)		50.00	30.00
12 to 14 ins. (75 per case)			30.00
13 to 15 ins. (50 per case)			30.00
LILIAM AURATUM, large, white with crimson spots and golden band. 6 ft.		Per 100	Per case
7 to 9 ins. (250 per case)		15.00	35.00
8 to 9 ins. (200 per case)		20.00	35.00
9 to 10 ins. (140 per case)		27.50	35.00
10 to 11 ins. (100 per case)		37.50	35.00
11 to 13 ins. (90 per case)		42.50	35.00
12 to 14 ins. (75 per case)		50.00	35.00
13 to 15 ins. (50 per case)			35.00
LILIAM REGALE. "Selected" strain.		Per 100	Per case
Pure white, yellow center. 4 to 5 ft.		5.00	30.00
4 to 5 ins. (750 per case)		7.50	35.00
5 to 6 ins. (500 per case)		11.00	40.00
6 to 7 ins. (400 per case)		13.00	30.00
7 to 8 ins. (200 per case)		16.00	30.00
8 to 9 ins. (150 per case)		20.00	27.50
9 to 10 ins. (100 per case)		25.00	25.00
10 to 11 ins. (100 per case)		30.00	30.00
11 ins. and up. (100 per case)			30.00
LILIAM HENRYI, orange, brown spotted, petals recurved. 7 ft.		Per 100	Per case
7 to 8 ins. (250 per case)		13.00	30.00
8 to 9 ins. (200 per case)		16.00	30.00
9 to 10 ins. (150 per case)		21.00	30.00
10 to 11 ins. (100 per case)		25.00	25.00
11 ins. and up. (100 per case)		30.00	30.00
LILIAM JAPONICUM, Trumpet, medium rose pink to light pink. 4 ft.		Per 100	Per case
4 to 5 ins. (700 per case)		8.00	50.00
5 to 6 ins. (600 per case)		10.00	50.00
6 to 7 ins. (500 per case)		12.00	50.00
LILIAM TIGRINUM SPLENDENS, orange-red, black spots. 4 to 6 ft.		Per 100	Per case
4 to 5 ins. (750 per case)		6.00	37.50
5 to 6 ins. (500 per case)		9.00	40.00
6 to 7 ins. (400 per case)		12.00	40.00
7 to 9 ins. (300 per case)		15.00	40.00
9 to 10 ins. (200 per case)		22.50	40.00
LILIAM TIGRINUM FORTUNEI GIGANTEUM, intense orange-red, black spots, more flowers, larger than Splendens.		Per 100	Per case
4 to 5 ins. (750 per case)		8.00	45.00
5 to 6 ins. (500 per case)		12.00	50.00
6 to 7 ins. (400 per case)		15.00	50.00
LILIAM TIGRINUM FLORE PLENO, double Tiger Lily, orange-red, black spots. 5 ins. and up. (400 per case).		Per 100	Per case
		12.00	40.00

Umbellatum Varieties: Height 2 to 3 feet.

LILIAM UMBELLATUM MONARCH, intense deep red, an unusual color. Dwarf.	
MULTIFLORUM, orange, very free flowering.	
GOLDEN FLEECE, rich yellow, apricot tinted, dwarf.	
INCOMPARABILIS, carmine-red, medium high.	
REFULGENCE, golden-yellow, orange shadings. Tall.	
SAPPHO, orange, flushed red. Medium high.	
THALIA, intense bright orange. Medium high.	
VERMILLION BRILLIANT, deep vermilion-red. Dwarf.	
TOP SIZE. PRICE: \$2.50 per 10; \$22.50 per 100.	

ELEGANCE VARIETIES: Height 1 to 2 feet.

LILIAM ALUTACEUM, apricot-yellow. Dwarf.	
LILIAM ATROPURPUREUM, crimson-red with black spots. Dwarf.	
LILIAM BICOLOR, orange with terra cotta with yellow stripes. Dwarf.	
LILIAM BILIGULATUM, orange-red. Medium dwarf.	
LILIAM MAHOOGANY, mahogany-crimson. Medium dwarf.	
LILIAM SANQUINEUM, rich crimson, black spots. Medium dwarf.	
TOP SIZE. PRICE: \$2.25 per 10; \$20.00 per 100.	

MISCELLANEOUS LILIES

	TOP SIZE
LILIAM BROWN, inside creamy white, outside brownish-purple. Tall, large flowers. 3 to 4 ft.	Per 10 \$10.00 Per 100 \$90.00

LILIAM "FIRE KING," perhaps the most popular, and unquestionably the most colorful and spectacular of the new European introductions. Flowers are recurved, intense vermilion-scarlet, with purple-brown spots. Strong flower stems bear massive flower heads of 20 to 30 blooms. 3 to 4 feet.

Top Size \$10.00 per 10; \$50.00 per 100.
Flowering Size \$5.00 per 10; \$40.00 per 100.

TERMS: 2% 10 days; 30 days net, if credit is established. Cash with order earns 2% discount. Subject to prior sale. F.O.B. Farmington.

GROWERS EXCHANGE, INC.

LILIES, continued

	TOP SIZE
	Per 10 Per 100
LILIAM FORMOSANUM PHILIPPINENSE, pure white, large, 3 to 4 ins.	\$1.00 \$ 5.00
LILIAM FORMOSANUM WHITE EXCELSIOR, pure white, for forcing, tall, strong, straight stems, 5 ins. up	1.50 10.00
LILIAM FORMOSANUM WHITE SUPERIOR, pure white, free-flowering, good for forcing, 5 ins. up	2.00 15.00
LILIAM MAPHAN, recurved, small buttercup-yellow, shaded and dotted oxblood-red. 4 ft. Top Size	10.00 90.00
LILIAM MARTAGON, purple, Turk's cap lily. Top Size	4.00 35.00
LILIAM MAXIMOWICZII, bright orange, black spots, large flowers, curved petals. 6 ft. 5 ins. and up	2.00 15.00
LILIAM MAXWILL, recurved, medium, bright orange, lightly dotted black. 6 ft. 5 ins. and up	1.75 12.00
LILIAM PARDALINUM, orange-yellow, crimson at petal tips, mahogany spots. 6 ft. Top Size	3.00 25.00
LILIAM PARDALINUM GIGANTEUM, tangerine-orange, shading to orient red at petal tips. 5 ft. Top Size	3.50 30.00
LILIAM TENUIFOLIUM (Coral Lily) RED, dwarf. 3 to 4 ins.	1.50 7.00
LILIAM TENUIFOLIUM GOLDEN GLEAM, orange-red. 3 to 4 ins.	1.50 7.50
LILIAM WILLMOTTIAE IMPROVED, dazzling orange good for late forcing, 4 to 6 ft. 6 to 7 ins.	2.00 12.00

TREE PEONIES

2-YEAR-OLD, grafted on herbaceous roots

A most welcome size for the private gardener or commercial grower, as they will produce two or three flowers the first year, which one-year grafts will not do.

Larger-flowering varieties are indicated by (B); those fitted for forcing as a pot plant with (F); (E) indicates early-flowering and (M) midseason flowering varieties.

BIFUKUMON (BM), deep russet-red, white stripes on outer petal; fully double, strong stemmed.

ESUGATA (EF), wistaria-purple, reddish at the edges, double.

FUJINOMINE (B), white, center purplish-carmine, large double.

GEKKYUDEN (B), late, fully double white, very large.

GODAISHU (BM), very large snow white double midseason bloomer; very robust grower.

HANADAIJIN (EF), pure deep purple; early, large, fully double; excellent for forcing, strong grower.

HORAIKAN (B), flesh-pink, large cup-shaped.

IKUHOMON (BM), very large snow white variety; fully double, strong-stemmed.

KOKAMON (BM), blackish-crimson, pistils white striped; fully double, strong-stemmed.

KENREIMON (BE), bright carmine, large double; long-stemmed; unique color.

KENSHUMON (E), white, with mauve base; large double, extremely fine variety.

KUMOIYAKA (E), shell-pink, extra-fine double variety.

KAMATA-NISHIKI (E), bright reddish-purple with white striped; fully double.

MURAKUMO (E), glistening blackish-red, cup-shaped; double.

ONMYOMON (BEF), bright carmine, good double, thick-stemmed.

RURIHAN, glowing deep purple; large, fully double.

RYOKIMON (E), maroon, with outer petals striped white; fully double, strong-stemmed.

SUKIDEN (BMF), opens pink, but turns to a deep, striped red when mature; cactus-flowering, unique among the Tree Peonies.

SENSHUMON (BEF), deep red, large, fully double; very fine variety.

SENYOMON (M), bright pink, large, fully double, long-stemmed.

TAMAFUYO (EF), salmon-pink, globular-shaped, large, early, very fine.

YACHIYO-TSUBAKI (EF), beautiful salmon-pink, fully double, extremely floriferous; one of the finest garden varieties.

YAEZAKURA (FE), large, bright shell-pink. Very good forcing variety.

YACHIYO-IISHI (E), flesh pink, extremely large, irregular petals; fully double.

Price: \$2.00 each; \$17.50 per 10; \$150.00 per 100.

3-YEAR-OLD, grafted on herbaceous roots

These 3-year roots will, of course, produce even more abundantly the first year, generally bearing 2 or 3 flower shoots with 3 to 6 blooms.

GODAISHU, see description above.

HANADAIJIN, see description above.

HIGURASHI (BF), bright crimson-scarlet; double, very large; excellent for forcing.

NISHIKI-NO-TSUYA (BM), fine deep carmine-red, intense crimson at the base; fully double with rugged, undulating petals.

A very vigorous grower, one of the very best.

SUIGAN (B), light pink, shaded purple in center; Large, double, strong grower.

TAMAFUYO, see description above.

YACHIYO-TSUBAKI, see description above.

YACHIYO-IISHI, see description above.

Price: \$2.50 each; \$22.50 per 10; \$200.00 per 100.

P. O. Box 264
FARMINGTON, MICHIGAN
PHONE: Farmington 1890

COLES

**For Highest Quality
Best Service
Fair Prices**

TREES—THE COLE SPECIALTY

Honey Locust, 6 ft. to 1 1/2-in.
Thornless Honey Locust, 8 to 10 ft.
Sugar Maple, 1 to 2 1/2-in.
Green Ash, 1 to 2 1/2-in.
Mountain Ash, 1 to 2-in.
Willow, 6 to 8 ft. to 2-in.
Poplar (transplanted) 6 ft. to 2 1/2-in.
Ginkgo Fastigiata, 6 to 8 ft. and 8 to 10 ft.
Washington Thorn, 4 to 12 ft.
Silver Maple, 2 1/2 to 3 1/2-in.
Norway Maple, 1 1/2 to 2-in.
Birch, Fastigiata, 2 to 3-in.
Redbud, 4 to 8 ft.
White Dogwood, 4 to 12 ft.
Sweet Gum, 2 1/2 to 3 1/2-in.

Many others in smaller quantities

TRANSPLANTED SHRUBS IN QUANTITY

Let Us Quote Our Attractive Prices

Acanthopanax
Green Barberry
Erect Tru hedge Barberry
Flowering Quince
Deutzia Pride of Rochester
Forsythia spectabilis
Rose of Sharon, in variety
Hypericum
Regel Privet
Ibota Privet

Rosemary Willow
Spiraea Anthony Waterer
Pink Spiraea macrothyrsa
Spiraea thunbergi
Chenault Coralberry
Coralberry
Snowberry
Viburnum tomentosum
Viburnum opulus sterile
Weigela, in variety

VINES

Virginia Creeper
Heckrotti Honeysuckle

Goldflame Honeysuckle
Hall's Honeysuckle

Complete Catalog on Request

Nurserymen since 1881

THE **COLE NURSERY Co.**

PAINESVILLE, OHIO

LINING-OUT STOCK

Our new Spring, 1952, price list is now ready for distribution. If your name is not on our mailing list, send post card for copy.

THOMAS B. MEEHAN CO., Inc.
DRESHER, PA.

HEMLOCK

Rhododendron — Kalmia
Azalea

CURTIS NURSERIES
CALLICOON, N. Y.

BURR

Leading wholesale source for
Nursery Stock
Send us your Want List.
C. R. BURR & CO., INC.
Manchester, Conn.

TAXUS

Upright, 3 to 14 ft.
Truckloads only, no boxing.

BULK'S NURSERIES
BABYLON, L. I., N. Y.

about irrigation systems and water supply from farm ponds. Because North Carolina is in a humid region having 40 to 60 inches of rainfall annually, irrigation is a supplemental measure. It gives a grower water when he needs it by overcoming poor rainfall distribution. This is important to the nurseryman because of his high crop value per acre. Irrigation must be thought of as crop insurance and as a long-range investment. Four types of equipment are of special interest in the nursery. These are the portable revolving sprinkler, portable perforated pipe, fixed overhead system and porous hose. In many parts of the state wells and streams are not dependable in dry weather; so the farm pond should be considered as a source of water. It is advisable to have one and one-half acre-feet of water for each acre of nursery.

In constructing a pond several points must be remembered: (1) The subsoil must hold water; (2) a sealer ditch filled with good clay should be used under the dam; (3) the spillway must be large enough to carry off floodwaters, and (4) a permit is required to impound more than a quarter acre of water. Other uses for irrigation mentioned in the discussion were fertilization, keeping gladiolus flowers from burning on hot days, washing off light frosts and ice coating Dutch iris to prevent cold injury.

Further digests of informative papers from this course will appear in a succeeding issue of the American Nurseryman.

GODIN ELECTED OFFICER

Charles A. Godin was elected vice-president of Adams Nursery, Inc., Westfield, Mass., last month. He has been in charge of the landscaping department for several years. He is a director of the Western Massachusetts Flower Show, Inc., treasurer of the Massachusetts Nurserymen's Association and holder of the alumni key for merit in horticulture at Stockbridge school of agriculture at the University of Massachusetts.

After graduation from Stockbridge school in 1934, Mr. Godin worked for the United States Department of Agriculture in the bureau of plant quarantine. He joined Adams Nursery, Inc., in 1937. He served with the United States engineers corps from 1942 to 1946.

Other members of Adams Nursery, Inc., include Walter Adams, president; Floyd A. Oatman, treasurer, and Elmer M. Kling, secretary.

FOREST NURSERY CO., Inc.

McMINNVILLE, TENNESSEE

Day Phone 234

J. R. Boyd, President

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John T. Boyd, Vice-president

We are pleased to offer this list of good, first-class nursery stock.

Terms and Conditions: Same as in our regular lists.

S—Seedlings; C—Cuttings; Tr.—Transplants; Br.—Branched; L. O.—Lining-out.

BERBERIS THUNBERGI.

Green-leaved Barberry.

	Per 10	Per 100	Per 1000
6 to 12 ins., 2-yr. S.....	\$ 4.00	\$ 40.00	\$ 35.00
12 to 18 ins., 2-yr. S.....	5.00	50.00	40.00
18 to 24 ins., 2-yr. S.....	6.00	60.00	50.00
12 to 18 ins., 2-yr. S, Br.....	7.00	70.00	60.00
18 to 24 ins., 2-yr. S, Br.....	9.00	90.00	80.00

CALYCANTHUS FLORIDUS.

Sweet Shrub.

6 to 12 ins., S.....	3.00	30.00	25.00
12 to 18 ins., S.....	4.00	40.00	35.00
18 to 24 ins., S.....	5.00	50.00	45.00
2 to 3 ft., S.....	7.00	70.00	60.00

LIGUSTRUM OBTUSIFOLIUM.

Japanese Privet.

6 to 12 ins., S.....	2.00	20.00	15.00
12 to 18 ins., S.....	3.00	30.00	20.00

LIGUSTRUM SINENSE.

Amur River South Privet.

4 to 6 ins., S.....	.60	6.00	4.00
6 to 12 ins., S.....	.80	8.00	5.00
12 to 18 ins., S.....	.90	9.00	6.00
18 to 24 ins., S.....	\$ 0.40	1.25	10.00
2 to 3 ft., S.....	.50	2.50	20.00

POPULUS NIGRA ITALICA.

Lombardy Poplar.

6 to 12 ins., C.....	.20	1.50	12.00
12 to 18 ins., C.....	.30	2.00	17.50
18 to 24 ins., C.....	.40	3.00	25.00
2 to 3 ft., C.....	.60	5.00	40.00
3 to 4 ft., C.....	.70	6.00	50.00
4 to 5 ft., C.....	1.00	8.00	70.00

SPIRAEA PRUNIFOLIA.

Bridal Wreath.

	Per 10	Per 100	Per 1000
12 to 18 ins., 1-yr. Tr., Field-grown, L.O.....	\$ 2.00	\$ 10.00	\$ 90.00
18 to 24 ins., 1-yr. Tr., Field-grown, L.O.....	2.50	15.00	125.00
12 to 18 ins., 2-yr., Well Br.....	2.50	15.00	125.00
18 to 24 ins., 2-yr., Well Br.....	3.50	20.00	175.00

SYMPHORICARPOS VULGARIS.

Coralberry.

6 to 12 ins., 1-yr. C.....	2.00	20.00	17.50
12 to 18 ins., 1-yr. C.....	2.50	25.00	22.50
18 to 24 ins., 1-yr. C.....	3.50	35.00	32.50
12 to 18 ins., 1-yr., Well Br.....	.75	5.50	40.00

LIRIODENDRON TULIPIFERA.

Tulip Tree.

4 to 6 ins., S.....	1.00	10.00	8.00
6 to 12 ins., S.....	.20	1.25	10.00
12 to 18 ins., S.....	.25	1.50	12.00
18 to 24 ins., S.....	.30	2.00	17.50
2 to 3 ft., S.....	.35	2.50	20.00
3 to 4 ft., S.....	.50	4.00	35.00
3 to 4 ft., Tr.....	4.00	35.00	.....
4 to 5 ft., Tr.....	6.00	50.00	.....
5 to 6 ft., Tr.....	7.00	60.00	.....
6 to 8 ft., Tr.....	10.00	75.00	.....
8 to 10 ft., Tr.....	12.50	100.00	.....

See our advertisement in the February 15 issue.

We grow many of the hardy varieties of

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Specializing in

TAXUS CAPITATA

May we have the privilege
of quoting on your Want Lists?

LEGHORN'S EVERGREEN NURSERIES
Geer St. Cromwell, Conn.

Our spring list has been mailed. If you have not yet received your copy, write for it. You will find several new and scarce items in it, such as *Azalea mollis* and *kaempferi*, to name; *Cornus*, in varieties; *Cotoneaster*, in varieties; *Deutzia gracilis*; *Kerria japonica* fl. pl.; *Philadelphus*, in varieties; *Rhododendron* hybrids; *Rhus cotinus folius purpureus* (Purple-leaved Smoke Tree); *Syringa* hybrids; *Viburnum*, in varieties, etc.

KLUIS' NURSERIES
POMPTON PLAINS, N. J.

"A friendly, efficient sales service"

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SALES AGENCY
38 So. Elm St. P. O. Box 285
WALLINGFORD, CONN.

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Bristol Nurseries, Inc.
Barnes Brothers Nursery Co., Inc.
North-Eastern Forestry Co., Inc.
A. N. Pierson, Inc.

A complete line of well grown hardy plant material
Evergreens and Lining-out Stock

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Growers of Quality Ornamental Stock.
Send us your want list.
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Growers and Distributors of
ORNAMENTAL NURSERY STOCK
Truckloads only, no boxing.
60 acres growing. Skaneateles, N. Y.

ILEX BULLATA

One of the new varieties of Jap. Holly in great demand. It has small, shiny, convex leaves. Grows rapidly at first, then slows down. Shears well. It can be used in sun or shade and contrasts well with both broad-leaved and narrow-leaved evergreens. It makes the finest, low, evergreen hedge. Easy to grow, and faster than Yews. Sells on sight.

4 to 6 ins., 2-yr., T... \$15.00 per 100
6 to 8 ins., 2-yr., T... 20.00 per 100
8 to 10 ins., 2-yr., T... 25.00 per 100

AZALEA Hinodegiri, 3 to 6 ins. Per 100
2-yr., T. \$15.00
BALTIC IVY, 2-yr., R. C. 6.00
ENGLISH BOX, 3 to 4 ins., T. 10.00
AMERICAN BOX, 4 to 6 ins., T. 10.00
6 to 8 ins., T. 15.00
ILEX Crenata, 4 to 6 ins., 2-yr., T. 15.00
6 to 8 ins., T. 20.00
PIERIS Japonica, 3 to 6 ins., T... 15.00

Send for list of interesting plants.

ALANWOLD NURSERY
NESHAMINY, Bucks Co., PA.

Pyramidal Arborvitae, 4 to 5 ft.
Irish Juniper, 24 to 30 ins.
Hetz Juniper, 15 to 18 ins.
Pfitzer Juniper, 30 to 36 ins.

HENRY NURSERIES

Ingels Bros.
HENRY, ILL.

NORTHERN COLLECTED EVERGREENS

FERNS
PLANTS
SHRUBS
WILLIAM CROSBY HORSFORD
Charlotte, Vermont

ENGLISH BOXWOOD

Propagated 35 years ago. Specimens up to 3 1/2 and 4 feet. Perfectly healthy and asymmetrically shaped. Inspection by prospective buyers invited.

J. M. DRUMM
MERCERSBURG, PA.

Coming Events

MEETING CALENDAR.

February 4 to 6, New England Nurserymen's Association, Hotel Kenmore, Boston, Mass.

February 13 to 15, Midwestern chapter of the National Shade Tree Conference, Hotel La Salle, Chicago.

February 19 to 21, nursery conference, Pennsylvania State College, State College.

February 20, Rhode Island Nurserymen's Association, Johnson's Hummocks grill, Providence.

February 26, annual school for nurserymen, Lake county, Ohio.

March 5, spring meeting, Western Pennsylvania Nurserymen's Association, Webster Hall, Pittsburgh, Pa.

March 20 to 22, American Camellia Society, Cavalier hotel, Virginia Beach, Va.

March 28 and 29, Southern Shade Tree Conference, Hotel John Marshall, Richmond, Va.

April 2 and 3, 11th annual short course on roadside development, Ohio State University, Columbus, O.

OHIO ROADSIDE COURSE

The eleventh annual short course on roadside development is to be held at Columbus, O., on April 2 and 3, 1952. The conference, which is sponsored jointly by Ohio State University and the Ohio department of highways, covers the latest in roadside development and tries to present topics of interest to engineers, landscape architects, garden clubs, the lay public and teaching personnel. An inspection trip into the Painesville nursery area is planned for April 4 and 5, 1952.

LAKE COUNTY SCHOOL

The annual school for nurserymen in Lake county, Ohio, will be conducted February 26, according to an announcement made by F. Glenn Haskins, Lake county agricultural agent, who is in charge of the affair. The place for the meeting has not been definitely set, but notice will be given later in this regard.

Mervin C. Smith, agriculture economist at Ohio State University, will speak on "The Economic Situation As It Affects Nurserymen." Since nursery products are sometimes considered nonessential items in comparison with items which are vital for daily living, it will prove interesting to learn how the ever-increasing cost of necessities will affect the buying trends of the American public with regard to so-called nonessentials.

Dr. L. C. Chadwick, professor of horticulture, Ohio State University, will again review "Newer Plants," and other speakers will be heard.

Grafted Stock

For Spring, 1952, Delivery

	Per 10	Per 100		Per 10	Per 100
Acer palmatum atropurpureum.....	\$7.50	\$65.00	Juniperus virginiana schottii.....	\$5.50	\$45.00
Acer palmatum dissectum atropurpureum.....	7.50	65.00	Juniperus virginiana pyramidiformis hilli.....	5.50	45.00
Cornus florida alba plena.....	5.50	45.00	Juniperus sabina Von Ehron.....	5.50	45.00
Cornus florida rubra.....	5.50	45.00	Magnolia soulangeana.....	7.00	60.00
Cornus florida rubra Prosser.....	7.50	65.00	Magnolia soulangeana nigra.....	7.00	60.00
Fagus sylvatica riversi.....	7.50	65.00	Magnolia stellata.....	7.00	60.00
Ilex opaca femina.....	5.50	45.00	Magnolia rustica rubra.....	7.50	65.00
Juniperus chinensis columnaris glauca.....	5.50	45.00	Thuja occidentalis douglasii spiralis.....	5.00	40.00
Juniperus chinensis columnaris viridis.....	5.50	45.00	Thuja occidentalis elegantissima.....	5.00	40.00
Juniperus chinensis keteleeri.....	5.50	45.00	Thuja occidentalis lutea Mary Corey.....	5.00	40.00
Juniperus chinensis neoborionensis.....	5.50	45.00	Thuja occidentalis lutea Geo. Peabody.....	5.00	40.00
Juniperus chinensis sargentii.....	5.05	45.00	Thuja occidentalis nigra.....	5.00	40.00
Juniperus chinensis sargentii glauca.....	5.50	45.00	Thuja occidentalis pyramidalis.....	5.00	40.00
Juniperus squamata meyeri.....	5.50	45.00	Thuja occidentalis rosenthalii.....	5.00	40.00
Juniperus virginiana burki.....	5.50	45.00	Thuja occidentalis wareana (sibirica).....	5.00	40.00
Juniperus virginiana canaerti.....	5.50	45.00	Thuja orientalis aurea nana.....	5.00	40.00
Juniperus virginiana elegantissima.....	5.00	45.00	Thuja orientalis conspicua.....	5.00	40.00
Juniperus virginiana glauca.....	5.50	45.00	Thuja orientalis elegantissima.....	5.00	40.00
Juniperus virginiana kosteriana.....	5.50	45.00	Tsuga canadensis pendula.....	6.00	50.00

Prices are F.O.B. Mountain View, N. J., packing additional at cost. Usual terms to those of established credit. No goods sent C.O.D. unless 25 per cent of amount is sent with order. All this material is listed subject to prior sale and crop conditions.

HESS' NURSERIES

MOUNTAIN VIEW, N. J.

LAKE COUNTY MEETING

The Lake County Nurserymen's Association held a dinner meeting at Matchett's restaurant, Painesville, O., January 8, at which 20 members and guests were present.

Melvin Wyant told the members present of the merits of the American Association of Nurserymen and the benefits the nursery industry derives from the activities of this organization.

A discussion was held regarding the effectiveness and results of the Japanese beetle control program which had been conducted during the past summer in cooperation with the Ohio state department of agriculture.

David Dugan announced that he is handling the insecticide and fungicide business of Stevenson & Cox, Perry, during the absence of Mr. Cox.

Guest speaker for the evening was V. Paul Felton, regional sales manager of Dun & Bradstreet, Inc., Cleveland. He discussed the Dun & Bradstreet consolidated ledger abstract as a tool in businesses. Mr. Felton was accompanied by C. M. Brownell, the firm's representative in Lake county. M. B.

5000 HYBRID AZALEAS

Grown on three and four years from imported grafted stock. Full heavy specimens, 15 to 30 ins. Priced from \$3.50 to \$6.50 each.

These are Mollis, Mollis X Sinensis, Pontica and Rustica Flore-pleno named varieties.

If you want quality material in quantity we would welcome your inquiries.

FAIRVIEW EVERGREEN NURSERIES
FAIRVIEW, PA.

Trees, Evergreens, Shrubs Fruit Trees

Write for Our Wholesale Trade List
W. - T. Smith Corporation.
Telephone 2689 GENEVA, N. Y.

POTTED LINERS FIELD LINERS GRAFTS

HEASLEY'S NURSERIES
Freeport Rd. BUTLER, PA.

SPRING DELIVERY

	Each per 100
50 Rhus Cotinus Rubrifolius, 18 to 24 ins.....	\$0.85
50 Syringa Microphylla Superba, 18 to 24 ins.....	.85
200 Pieris Floribunda, 3-yr., X ..	.50
25 Prunus Serr. Kwanzan, 6 to 8 ft.....	4.50
25 Prunus Serr. Kwanzan, 5 to 6 ft.....	3.50
15 Prunus Serr. Pendula, 2-yr., heavy	5.50
40 Prunus Subhirtella Pendula, 2-yr., heavy	5.50
30 Pinus Sylvestris Fastigiata, 5 to 6 ft.....	12.00
1000 Euonymus Alatus Compactus, summer cuttings, \$160.00 per 1000.	
200 Azalea Ghent Hybrids, 15 to 18 ins., \$275.00 per 100.	
50 Mahonia Aquifolium, 18 to 24 ins., \$275.00 per 100.	
500 Ilex C. Bullata, 10 to 12 ins., \$80.00 per 100.	
25 Malus Eleyi, 6 to 8 ft., \$375.00 per 100.	

Cash with order, please.

BRIMFIELD GARDENS NURSERY
245 Brimfield Rd. Wethersfield, Conn.

FIELD-GROWN PERENNIALS

First-quality stock at reasonable prices. Hybrid Delphiniums; Hardy Chrysanthemums, 1-yr. clumps; Hardy Phlox. Complete List of Hardy plants and Rock Garden material, new and rare varieties. It's free.

N. A. HALLAUER
WEBSTER, N. Y.

CHRISTMAS TREE PLANTING STOCK

Evergreen Liners

See our display ad in the October 1 and 15 American Nurseryman.

Write for Spring Price List.

SUNCREST EVERGREEN NURSERIES
Box 694 JOHNSTOWN, PA.

PFITZER JUNIPER LINERS

In Plant Bands

6 to 8 ins., 14½c; 8 to 10 ins., 20c; 10 to 12 ins., 26c ea.

Also Greek and Ashford Juniper, 8 to 10 ins., 20c ea.

Taxus Cuspidata and *Capitata*, 2-yr., 6 to 8 ins., 20c ea.

All prices for 300 or more. If total order is less than 300, prices are 16c, 22c and 28c, instead of 14½c, 20c and 26c ea.

Wherever you look there's a home to be planted. We urge you to run, don't walk, to secure your requirements.

Book your order for spring.

McININCH GREENHOUSES

ST. JOSEPH, MO.

NO-DRI PROTECTIVE WAX EMULSION

Spray, paint or dip transplanted trees and shrubs to reduce loss of moisture and winter wind burn.

55-gal. drum....\$63.25 5-gal. drum.....\$7.00

30-gal. drum.... 36.00 1-gal. can 3.00

RABBIT REPELLENT

Protect young nursery stock. Nonpoisonous. Applied by spraying or painting.

30-gal. drum....\$63.00 5-gal. drum....\$11.50

1-gal. can....\$3.00

BORER REPELLENT

Dogwood and many other ornamental trees should be protected from borer damage. Nonpoisonous. Simply brush it on as directed.

30-gal. drum....\$63.00 5-gal. drum....\$11.25

1-gal. can....\$3.00

C. P. O. INSECTICIDE SOAP SPREADER

Used extensively for twenty years to control scale insects, red spiders, lace bugs, aphids on ornamental nursery stock. Safe for summer use.

55-gal. drum....\$77.00 5-gal. drum.....\$9.25

30-gal. drum.... 45.00 1-gal. can 3.25

All prices F.O.B. Philadelphia, Pa.

CRYSTAL SOAP & CHEM. CO., Inc.
6300 State Road, Philadelphia 35, Pa., Dept. AM.

TAXUS and JUNIPERUS

Spreading and Upright

Finest Quality

Lining-out and B&B Stock

BROWN DEER NURSERIES

P. O. Box 1747
Milwaukee 1, Wis.



EVERGREENS

Growers of Quality Evergreens
Lining-out Stock a Specialty

Write for Trade List

EVERGREEN NURSERY CO.
Established 1864 : STURGEON BAY, WIS.

COVER ILLUSTRATION

Pinus Mugo Pumilio

Probably readers are all familiar with the common mugo or Swiss mountain pine, *Pinus mugo mughus*. The form *pumilio* is much like the variety, although usually smaller and more uniform in habit of growth.

Pinus mugo mughus varies considerably in size, ranging from dwarf types, a foot and a half to two feet in height, to plants that are around eight feet in height. The variety *pumilio* is more uniform and rounded in outline, as illustrated by the cover picture. Plants can be kept dense and compact by pruning a little each spring. There are minor differences in the cones of these two types.

Pinus mugo mughus, the mugo pine, is native of the eastern Alps to the Balkan peninsula, while the native habitat of *Pinus mugo pumilio* is the Alps to central Europe and to the Balkan peninsula. This variety was first recorded in 1921. The generic name, *pinus*, is the ancient Latin name of the plant, derived from the word "pix," meaning pitch.

This dwarf pine has two short needles in a cluster, one and one quarter to three inches long. Color of the needles is variable, but mostly bright green. The flowers and fruits are of no ornamental importance.

Pinus mugo pumilio is tolerant of a wide range of soil and climatic conditions. It will do quite well in poor soil and tolerate city conditions and sunny to half-shade situations. It is hardy even into Canada.

Unfortunately, in some sections this plant is attacked by several serious pests, including scale, the pine-needle sawfly and the pine-shoot moth. Scale can be controlled by spraying with miscible oil or lime-sulphur as dormant sprays applied in the spring just before growth starts or by applications of DDT applied in mid-May, when the young hatch, and again two weeks later if necessary to give control. The sawfly can be controlled by spraying with arsenate of lead as soon as the caterpillars appear. The best practice for the control of the pine-shoot moth in these dwarf pines is to cut out and burn the infested tips before the pest emerges early in June.

In order to assure uniform plants in both size and color of foliage, good types should be selected and propagated asexually.

Pinus mugo pumilio can be used in the foundation planting, as formal entrance plants, in a specimen planting and as a low formal evergreen in beds and borders.

L. C. C.

HOBBS

Spring, 1952

Thurlow Weeping Willow,
Lombardy Poplar, Silver
Maple, Norway Maple and
B.D.F. Crab.

Apple, 2-yr.; Pear, 2-yr.;
Montmorency Cherry, 2-yr., all
grades.

Montmorency, 1-yr. 900 5/16-
in. and 500 18 to 24 ins.

Evergreens and Shrubs.

Oldest Nursery in Indiana.

Established 1875.

C. M. HOBBS & SONS, Inc.
BRIDGEPORT, IND.

ORNAMENTALS

TREES SHRUBS

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Wholesale growers of a
general assortment for
the best landscape plantings.

BRYANT'S NURSERIES

Princeton, Illinois

HARDY PLANTS

Bulbs and Shrubs

"America's Finest"

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Springbrook Gardens

MENTOR, OHIO

HYDRANGEA P. G.

1-yr. CONCORD GRAPES

Thorne Brewster

WILLOWBEND NURSERY

PERRY, OHIO

ROSA MULTIFLORA JAPONICA

We can still accept a few orders for
selected, thorny-type seeds, collected
from upright shrubs.

Clean seeds ready for planting.

\$3.90 per lb., F.O.B. Oquawka.

FIELD & FOREST SEED & NURSERY CO.

OQUAWKA, ILL.

OBITUARY

C. Howard Andrews

Funeral services for C. Howard Andrews, 76, senior partner in the Andrews Nursery Co., Faribault, Minn., whose death December 31



C. H. Andrews

was reported in the preceding issue, were held at the Congregational church parish house January 3, and burial was in Oak Ridge cemetery. Members of Faribault lodge 9, A. F. and A. M., conducted Masonic services. He was a past worshipful master of the lodge.

Born at Faribault, July 29, 1875, Mr. Andrews was prominent in various civic, fraternal and community organizations there. During his long career in the nursery business, he had been prominent in state and national organizations. Besides serving two terms as president of the Minnesota State Nurserymen's Association, he had been secretary of the Northern Retail Nurserymen's Association and president of the National Small Fruit Growers' Association.

His widow, three sisters and one brother, Rufus, survive him. His nephews, Kimball D. and John Dixon Andrews, are active in the company.

Henry F. Bulpitt

Henry F. Bulpitt, operator of the Brookside Nurseries, Darien, Conn., since 1925, died recently at the age of 66 in Norwalk hospital.

Mr. Bulpitt came to America from England in 1911 and became caretaker of the greenhouse and gardens of a Port Chester, N. Y., estate. In 1925, he moved to Darien and opened the Brookside Nurseries. Mr. Bulpitt was a familiar figure at many flower competitions and in re-

LINING-OUT STOCK SPRING

Write for our illustrated list.

	Per 100	Per 1000
Colorado Blue Spruce, 2-2, 6 to 9 ins.	\$16.00	\$150.00
Colorado Blue Spruce, 2-2, 4 to 6 ins.	10.00	80.00
Black Hills Spruce, 3-2, 6 to 9 ins.	15.00	140.00
Black Hills Spruce, 3-2, 4 to 6 ins.	8.50	75.00
White Spruce, 3-2, 4 to 8 ins.	6.00	45.00
Mugho Pine, 2-2, bed run.	10.00	80.00
White Pine, 2-2, 3 to 8 ins.	10.00	85.00
Ponderosa Pine, 3-0, 6 to 12 ins.	8.50	65.00
Norway Pine, 2-0, bed run.	5.00	30.00
Banks Pine, 2-0, bed run.	4.00	20.00
American Arborvitae, 2-2, 4 to 8 ins.	6.00	40.00
American Arborvitae, 2-0, 2 to 6 ins.	4.00	20.00
Douglas Fir, 2-2, 6 to 10 ins.	9.00	75.00
Douglas Fir, 3-0, 3 to 6 ins. (Snowy Mountain variety)	6.00	35.00

Most compact of Douglas Firs.

RIGA SCOTCH PINE SEEDLINGS

All remaining stock is Riga Scotch Pine

	Per 100	Per 1000
Scotch Pine, 2-0, 3 to 8 ins.	\$5.00	\$30.00
2500 or more, \$28.00 per 1000.		
Scotch Pine, 2-0, 1 to 3 ins.	3.50	15.00
5000 or more, \$14.00 per 1000.		
25,000 or more, \$12.50 per 1000.		
Free samples on request.		

TERMS: Cash with order, or 25 per cent deposit for Spring shipment. 25 at 100 rate; 250 at 1000 rate. Not less than 50 of any seedlings. Minimum order, \$10.00.

MATTHEWS NURSERY

Telephone: 123 or 732

HARBOR SPRINGS, MICH.

J & P

EVERGREENS
SHADE TREES

SHRUBS, VINES
HEDGE PLANTS, etc.

In good assortment.

Jackson & Perkins Co.
NEWARK, NEW YORK STATE



Wholesale growers of the best
Ornamental Evergreens
Deciduous Trees
Shrubs and Roses
Write for our current trade list.

THE KALLAY BROTHERS CO.
Painesville, Ohio

AMERICA'S BEST SOURCE
FOR
HARDY PLANTS

WRITE FOR
TRADE LIST

MENTOR,
OHIO

Wayside



Gardens

GOODRICH BUDDING STRIPS

Do not get "caught short" when budding time is here next summer.

Order now and give us a shipping date to be sure your Budding Strips will be on hand when needed.

THOMAS B. MEEHAN CO., Inc.
DRESHER, PA.

BERRYHILL'S SPECIALTY LINERS

- *Cotoneaster apiculata*, pots
- *Cotoneaster divaricata*, seedlings
- *Euonymus alatus compactus*, pots
- *Euonymus radicans erectus*, pots
- *Ilex crenata* (from *I. bullata* seed), 2-yr. S
- *Ilex verticillata*, pots
- *Myrica carolinensis*, 1-yr. S
- *Myrica carolinensis*, 2-yr. pots
- *Magnolia glauca*, 2-yr. S
- *Rhodotypos kerrioides*, 1-yr. S
- *Juniperus pfitzeriana*, Nick's compact, 2-yr. pots

Please write for attractive quotations.

BERRYHILL NURSERY CO.

Box 696

Springfield, Ohio

YES—WE HAVE THEM!

10,000 CLEAN LOMBARDY POPLARS



Power Dug	Each
4 ft.	\$0.20
6 ft. ....	.30
8 ft. ....	.40
10 ft. ..	.50
12 ft. ....	.75
14 ft.	1.00

Orders placed now—shipped March 1.
References required for credit.

WEINHART'S NURSERY
Box 225 HARTVILLE, OHIO

CHARLES SIZEMORE

319½ Georgia St. Louisiana, Mo.

Collector of past due notes and accounts any place in the United States and foreign countries—Rates as below:

- 18 per cent on first \$300.00.
- 15 per cent on next \$200.00.
- 10 per cent on amount above \$500.00.

Minimum Commission, \$9.00, except on claims \$18.00 or less, 50 per cent.

Where suit is necessary a minimum suit fee of \$7.50 is added, but in no case is the fee more than 50 per cent.

NO COLLECTION—NO CHARGE

Freight bills not over two years old checked for 35 per cent of any amount found. Nothing found, no charge. It takes just three cents to mail your claims. We do the work and furnish postage.

ROSA MULTIFLORA JAPONICA

Conservation Grade—
Spring Delivery.

8 to 12 inches, \$16.00 per 1000.

Also quoting attractive prices for fall, 1952, and spring, 1953, delivery.

FARM LANDSCAPE CO.

Box 230

URBANA, ILL.

growers of STOCK-TITE multifloras

cent years has never failed to come away from the International flower show at New York without at least one first prize.

Harry B. Edwards

Harry B. Edwards, well-known nurseryman of Little Silver, N. J., died recently at the home of his daughter, Mrs. Anthony T. Woolley, Long Branch, N. J. Mr. Edwards was born at Philadelphia, son of the late John C. and Annie C. Edwards.

Surviving, besides his daughter, are his widow, Mrs. Libbie H. Edwards; two brothers, George Edwards, Philadelphia, and John Edwards, Bristol, Pa., and two sisters, Mrs. May McLaughlin, Philadelphia, and Mrs. William Moss, Bristol.

H. E. Krause

H. E. Krause, owner of the Krause Nursery, Spokane, Wash., died recently at that city. He founded his nursery in 1910 and operated it until several years ago when failing health persuaded him to turn his business over to his sons, Adolph and Larry, who will continue the nursery. Besides his sons he is survived by his widow, Mrs. Mary Krause; a daughter, four sisters, four brothers and six grandchildren.

DENY EXPRESS RATE RAISE

The interstate commerce commission January 16 refused to consider any further increase in rates of Railway Express Agency at this time.

The rates have been increased several times during the postwar period. The last such hike was granted by the ICC last October, when it authorized a new 11 per cent advance, effective November 15. The express agency at the time was asking for an average 25 per cent boost. Then the agency petitioned the commission to reconsider the case and grant the full 25 per cent rate increase.

In turning down the request the ICC noted that there have been recent increases in parcel-post rates, coupled with reductions in the size and weight of parcels which can be handled in the postal service. It said there has not been time enough to determine the effect of these changed circumstances on express, handling the same type of business.

TWINS, Glenda and Linda, were born December 28 to Mr. and Mrs. J. B. McKenzie, Tyler, Tex. Mrs. McKenzie is the former Patsy Shamburger, daughter of Carl Shamburger.

NEW!

VIBURNUM CHENAULTI

Another evergreen hybrid of *Viburnum carlesii*.

More compact in growth than *Viburnum burkwoodii*.

Flowers identical to *Viburnum carlesii*.

Liners 6 to 9 inches in plant bands.

Per 10	Per 100	Per 1000
\$5.00	\$35.00	\$325.00

F.O.B. Dayton, Ohio. Cash with order earns free packing.

Packing at cost.

THE SIEBENTHALER COMPANY

CATALPA DRIVE DAYTON 5, OHIO

CORNUS FLORIDA

White-flowering Dogwood

	Each	Each	Each
	25 to 100	100 up	
2 to 3 ft., B&B.....	\$1.25	\$1.00	\$1.00
3 to 4 ft., B&B.....	1.50	1.25	1.00
4 to 5 ft., B&B.....	2.75	2.60	2.50
5 to 6 ft., B&B.....	3.95	3.75	3.50
6 to 8 ft., B&B.....	4.95	4.75	4.50
8 to 10 ft., B&B.....	5.95	5.75	5.50
10 to 12 ft., B&B.....	6.95	6.75	6.50

All trees dug with a wide, shallow ball. Each tree B&B, nailed and strung tightly. Careful attention given in digging and burlapping.

Singles (tree form), doubles, triples or more stems available at above prices. Please designate types desired of each when you order. All types well branched. 25 per cent or more down. Usual terms, F.O.B. Butler, Ohio, after March 1.

Van R. Wade

WADE & GATTON NURSERY

Rt. 1

BELLVILLE, OHIO

COMPLETE ASSORTMENT OF

Evergreens, Fruit Trees, Shade
Trees, Roses and Lining-out Stock.

Write for complete list.

ONARGA NURSERY CO.
ONARGA, ILL.

LINING-OUT TAXUS

MANY VARIETIES

Write for List.



**EAGLE CREEK
NURSERY CO.**

NEW AUGUSTA, IND.

SEND YOUR SURPLUS LIST OF

Evergreens • Shrubs • Shade Trees
Flowering Trees • Fruit Trees
to:

THE PONTIAC NURSERY CO.
ROMEO, MICHIGAN

NEW YORK MEETING

[Continued from page 9]

Dr. George H. M. Lawrence, botanist of the Bailey Hortorium, Ithaca, aroused tremendous interest in his easy, informal talk on his 15 months in Europe spent visiting nurseries and nurserymen in eight countries. One of the facts most noticed was the paucity of woody plants in the lands visited. Great interest was evidenced, especially on the part of the British and Swiss, on their obtaining plants and rooted cuttings of a wide range of native woody and herbaceous material. Among materials mentioned in this regard were *Dirca palustris*, *Dier-villa lonicera*, *diapensia*, *dionaea*, *cypripedium* and *Leitneria floridana*.

Dr. Lawrence spent considerable time in Switzerland, where nurseries work on a close cooperative basis, issuing each year a mimeographed book giving the complete inventory of each nursery. It does not affect in any way the competitive spirit because of geographical conditions—one valley is so distinct from another that the nurseryman of one valley rarely goes into the next.

Firms on the Continent were making much use of American horticultural literature, and men were avid to know what the nurserymen were publishing in news-letters, yearbooks, trade papers, etc. In most countries, language was no major barrier to their utilizing literature from the United States. About 75 Kodachromes were used to illustrate the talk.

Officers Relected

Officers of the N. Y. S. N. A. were reelected; they are Valleeau C. Curtis, president; Robert Auld, vice-president, and A. L. Synesael, secretary-treasurer.

Fen K. Doscher, vice-president in charge of sales, Lily-Tulip Cup Corp., New York, talked on "The Dynamics of Human Relations" directly and forcefully. He stated that the quality of leadership is reflected in dollars and cents and listed five points to practice to bring about the best possible results:

1. Exercise self-discipline. Eliminate sarcasm and destructive criticism; the need for criticism of an employee is an opportunity to build a better man.

2. Be decisive. The problem may be trivial to the employer, but of tremendous importance to the employee, who wants a definite answer on the problem.

3. Give credit. Give credit where credit is due; the build-up costs nothing, yet helps the employee to feel

TREES WITH SALES APPEAL

We still have the following fruiting and flowering trees in surplus—order your supply now.

Ornamental Trees

	Each
250 Apple, 5-in-1, 9 to 16-in. caliper.....	\$1.00
250 Dwarf Hansen Bush Cherry, 2 to 3 ft., 2-yr.....	.20
400 Redbud, 4 to 5 ft., br.....	.50
300 Hardy Pecan, seedlings, 2 to 3 ft.....	.60
200 Hopa Flowering Crab, 4 to 5 ft.....	.75
1000 "New" Red Leaf Peach, 2 to 3 ft.....	.40
(Red foliage as well as red flowers.)	
250 Red-flowering Peach, 2 to 3 ft.....	.40
250 "New" Two-Tone, Peppermint-flowering Peach.....	.40
250 White-flowering Dogwood, 2 to 3 ft., br.....	.40

Shade Trees

	Each
500 Acer, Silver Maple, 5 to 6 ft., br.....	\$0.40
500 Acer, Silver Maple, 6 to 8 ft., br.....	.70
500 Tulip Poplar Tree, 5 to 6 ft., br.....	.50
500 Tulip Poplar Tree, 6 to 8 ft., br.....	.75
250 American Sycamore, 5 to 6 ft., br.....	.60
250 American Sycamore, 6 to 8 ft., br.....	.75
1000 Lombardy Poplar, 4 to 5 ft., br.....	.15
500 Lombardy Poplar, 5 to 6 ft., br.....	.20

Hedging Trees

	Per 1000
5000 Chinese Elm, adlgs., 2-yr., 18 to 24 ins.....	\$25.00
5000 Chinese Elm, adlgs., 2-yr., 2 to 3 ft.....	35.00
5000 Chinese Elm, adlgs., 2-yr., 3 to 4 ft.....	50.00
2500 Chinese Elm, adlgs., 2-yr., 4 to 5 ft.....	80.00
7500 Lombardy Poplar, cuttings, 1-yr., 18 to 24 ins.....	25.00
7500 Lombardy Poplar, cuttings, 1-yr., 2 to 3 ft.....	35.00
5000 Lombardy Poplar, cuttings, 1-yr., 3 to 4 ft.....	50.00

Write for Trade List, if you do not have a copy.

Boyd
NURSERY COMPANY
McMINNVILLE, TENNESSEE

CLIMBING ROSEBUSHES

ROSE HILL FARM has a surplus in climbing roses, in both Hardy and Hybrid Teas.

No. 1 Plants, \$50.00 per 100; No. 1½, \$45.00 per 100; No. 2, \$40.00 per 100, F.O.B. Tyler.

Cl. Cecile Brunner; Cl. Cynthia; Cl. Etoile de Hollande; Cl. Golden Charm; Cl. New Dawn; Cl. Pink Radiance; Cl. Red Radiance; Cl. Red Talisman; Cl. Rouge Mallerin; Cl. Talisman; Cl. Paul's Scarlet.

We still have too many Blaze; so you can still buy those extra-large No. 1 plants at \$30.00 per 100, F.O.B. Tyler. Terms 25 per cent with order, will be shipped C.O.D. for the balance.

Amur River North Privet, 6 to 12 ins., branched, \$25.00 per 1000; 12 to 18 ins., branched, \$35.00 per 1000.

Redbud, field-grown, 3 to 4 ft., \$30.00 per 100.

Redbud, field-grown, 4 to 5 ft., \$45.00 per 100.

Spiraea Vanhouttei, 2-year, extra-large, 3 to 4-foot plants, \$20.00 per 100.

You can buy with confidence from ROSE HILL FARM, because since 1925 ROSE HILL FARM has grown stock that is just as good as the best. Just make out your order and mail to:

ROSE HILL FARM

R. F. D. 4,

TYLER, TEXAS

Please Mention AMERICAN NURSERYMAN When Writing Advertisers.

BURTON'S
HEADQUARTERS FOR
EVERGREEN GRAFTS, TRANSPLANTED
EVERGREENS, SHRUB LINERS.
Write!
RARE ITEMS YOU DO NOT
FIND IN MOST LISTS!
HILLTOP NURSERIES
CASTOWN, OHIO

TWO-YEAR, FIELD-GROWN ROSES
Write for wholesale list, Hybrid Teas,
Polyanthas and Climbers.
Good roses since 1920.
Ask anyone we serve.
ROSE LAWN NURSERIES
WINNSBORO, TEXAS

LINING-OUT EVERGREENS

Per 100 Per 1000			
ARBORVITAE, American.			
4 to 6 ins., sdigs.	\$ 4.00	\$ 35.00	
6 to 8 ins., sdigs.	5.00	45.00	
8 to 10 ins., sdigs.	6.50	60.00	
10 to 12 ins., sdigs.	7.50	70.00	
12 to 15 ins., sdigs.	8.50	80.00	
AUSTRIAN PINE.			
4 to 6 ins., sdigs.	7.50	70.00	
6 to 8 ins., sdigs.	9.00	85.00	
8 to 10 ins., sdigs.	11.00	100.00	
JACK PINE.			
4 to 6 ins., sdigs.	3.50	30.00	
6 to 8 ins., sdigs.	4.50	40.00	
MUGHO PINE (Dwarf).			
4 to 6 ins., sdigs.	5.50	50.00	
6 to 8 ins., sdigs.	6.50	60.00	
8 to 10 ins., sdigs.	8.50	80.00	
10 to 12 ins., sdigs.	11.00	100.00	
SCOTCH PINE.			
6 to 8 ins., sdigs.	6.50	60.00	
8 to 10 ins., sdigs.	8.50	80.00	
10 to 12 ins., sdigs.	11.00	100.00	
12 to 15 ins., sdigs.	12.50	110.00	
BLACK HILLS SPRUCE.			
4 to 6 ins., sdigs.	5.50	50.00	
6 to 8 ins., sdigs.	8.00	75.00	
8 to 10 ins., sdigs.	11.00	100.00	
4 to 6 ins., X.	11.00	100.00	
6 to 8 ins., X.	15.00	135.00	
8 to 10 ins., X.	19.00	175.00	
10 to 12 ins., X.	22.50	200.00	
COLORADO BLUE SPRUCE.			
4 to 6 ins., sdigs.	5.50	50.00	
6 to 8 ins., sdigs.	7.50	70.00	
NORWAY SPRUCE.			
6 to 8 ins., sdigs.	5.50	50.00	
8 to 10 ins., sdigs.	7.50	70.00	
10 to 12 ins., sdigs.	10.00	90.00	
4 to 6 ins., X.	7.50	70.00	
6 to 8 ins., X.	11.00	100.00	
WHITE SPRUCE.			
4 to 6 ins., sdigs.	4.50	40.00	
6 to 8 ins., sdigs.	5.50	50.00	
8 to 10 ins., sdigs.	7.50	70.00	

We also grow fruit trees, shade trees, flowering shrubs, hardy phlox, bleeding hearts, peonies and deciduous liners. Write for complete new wholesale trade list.

SHERMAN NURSERY CO.

Charles City, Iowa

SPECIMEN LANDSCAPE MATERIALS

Our Specialty

TAXUS

W. A. NATORP CO.

Cincinnati 29, Ohio

VIBURNUM BURKWOODI

For Lining Out—Own-root Plants

	Per 10	Per 100	Per 1000
6 to 9 ins. in plant bands	\$3.00	\$25.00	\$225.00

ORDER NOW

F.O.B. Dayton, Ohio. Packing extra at cost. Cash with order earns free packing on liners.

THE SIEBENTHALER COMPANY

CATALPA DRIVE DAYTON 5, OHIO

he is taking part in the success of the organization.

4. Take it easy. Maintain your sense of humor; hold your temper.

5. Maintain your enthusiasm. Enthusiasm from a sense of conviction is the lifeblood of an organization or program, but it must be genuine.

The afternoon program, January 3, under the auspices of the National Landscape Nurserymen's Association, was conducted by Homer Dodge, Framingham, Mass., executive committeeman, region 1.

After a report on N. L. N. A. affairs, Mr. Dodge presented a 3-point discussion program of universal interest—guarantee, complaints and service.

Charles Godin, Adams Nursery, Inc., Westfield, Mass., gave his experience with a full guarantee. He found that under a full guarantee 5 per cent of deciduous trees, for example, were replaced, and 1.2 per cent, shrubs. Full replacement was regarded as good advertising, with the cost small. His firm is careful to give specific advice to customers concerning aftercare. No return of cash is given, but credit is given, as is stated in the guarantee. Mr. Godin believes that much more than the cost of replacements is gained by word-of-mouth advertising because of the full guarantee.

Seth Kelsey, Kelsey-Highlands Nursery, East Boxford, Mass., argued strenuously against giving a full guarantee, citing such reasons as the weather and the lack of control of aftercare. Furthermore, he stated, there is no easy way to check on small claims, particularly if far from the nursery and during the busy season. Mr. Kelsey was most convincing in his stand against full guarantee and jolted the audience into a hearty laugh when he concluded his talk with the statement that 12 months ago his firm reversed its policy, adopted a full guarantee based on Mr. Godin's policy and is happy with it! A period of questions from the floor regarding the guarantee policies ensued.

On the subject of complaints, Charles M. Boardman told how they are handled at the Farr Nursery Co., Weiser Park, Pa. Complaints fall into two classes, justifiable and those not justified. Usually those not justified come late—several months after a job is completed. Property lines give most difficulty. The object is to prevent complaints by taking such action as having the salesman visit the job after installation and again six months later—at the end of the

Minnesota Grown

FLOWERING CRABS ORNAMENTAL TREES and SHRUBS

Fruit Trees and Berries
.....
Complete Selection
of Fine Roses
Write for our Free Wholesale Catalog

Andrews
NURSERY COMPANY
SINCE 1872
FARIBAULT, MINN.

NORTHERN-GROWN STOCK

Evergreen Liners
Bleeding Hearts
Ornamental Shrubs
Fruit Trees
French Lilacs

Philadelphus Minnesota Snowflake
(Plant Patent No. 538).

Send for list.

J. V. BAILEY NURSERIES
ST. PAUL 6, MINNESOTA

SPECIAL

Cotoneaster Acutifolia Seedlings

	Per 1000
6 to 9 ins.	\$60.00
4 to 6 ins.	42.50
2 to 4 ins.	25.00

Write for prices on quantities of 10,000 or more.

SUMMIT NURSERIES
STILLWATER, MINNESOTA

LAKE'S SHENANDOAH NURSERIES

Shenandoah, Iowa

Wholesale growers of
a fine assortment of
GENERAL NURSERY STOCK

Your inquiries will be appreciated.

WELLER'S PERENNIALS

With That Wonderful Root System
Headquarters for
HARDY MUMS AND PHLOX.
Ask for our Perennial Catalog.
WELLER NURSERIES CO., Inc.
Leading Perennial Growers
HOLLAND, MICH.

guarantee period. Another preventive action is that of painting tools distinctively so that there is no chance of picking up the customer's tools in error.

Fred J. Leary, public relations assistant for the New York Telephone Co., told how the company handles complaints. It, too, tries to prevent them by such things as improving service, teaching proper use of equipment by customers and adopting a personal approach.

In regard to "Services Rendered and How Charges Are Made for Them," J. Franklin Styer, J. J. Styer & Son, Concordville, Pa., stated that nursery operations equal sales and service. He listed such service as insect and disease control, fertilizing, lawn improvement, soil improvement, estimate of damages from fire, oil, storm, etc. Charges are based on services rendered, time consumed, paper work involved, etc. A minimum charge is \$5, with \$15 the minimum on a written report and estimate.

Allan Dalsimer talked on "Landscape Design Services and How They are Handled," at Dalsimer, Inc., Cedarhurst, N. Y. First, a desire for landscaping is built up; a 100 per cent guarantee is given. About five post cards per year are sent to each customer, including, for example, one in July reminding the customer to water plantings. The firm's representatives visit the planting after it has become established—and this often leads to additional business. On jobs of any size a signed contract is advocated. Before-and-after pictures are helpful in collecting bills, too.

A question period concluded this interesting session, which held the attention of a large audience until after 5 o'clock.

An evening session took the form of an informal panel discussion on plant materials and their uses. Howard C. Taylor, Rosedale Nurseries, Inc., Eastview, N. Y., presented Dr. George S. Avery, Jr., director of the Brooklyn Botanic Garden, who ably acted as moderator of the discussion, which was opened by a group of experts, including Mrs. Deputy Lamson, one of the foremost professional landscape architects in the country; Stanley MacIntosh, outstanding landscape nurseryman, and John C. Wister, director of the Arthur C. Hoyt Arboretum, Swarthmore, Pa.

A group of 150 or more filled the panel room to capacity. The discussions began promptly at 8 p. m. and continued until after 11 o'clock.

The first part of the discussion

EVERGREENS

We have a surplus of the following sheared, well developed stock.

	Each
5000 Juniperus Pfitzeriana, 15 to 18 ins.....	\$1.75
1250 Juniperus Excelsa Stricta, 15 to 18 ins.....	1.00
800 Juniperus Excelsa Stricta, 18 to 24 ins.....	1.50
1600 Juniperus Excelsa Stricta, 3 to 4 ft.....	2.65
2000 Juniperus Andorra, 15 to 18 ins.....	1.00
2000 Juniperus Andorra, 18 to 24 ins.....	1.50
3000 Juniperus Sabina, 15 to 18 ins.....	1.15
200 Juniperus Densa Glauca, 2 to 3 ft.....	2.00
500 Juniperus Scopulorum, seedlings, 2 to 3 ft.....	1.75
1500 Bonita Arborvitae, 18 to 24 ins.....	1.50
3000 Berckmans Arborvitae, 12 to 15 ins.....	.75
1000 Berckmans Arborvitae, 15 to 18 ins.....	1.10
4000 Nandina Domestica, 15 to 18 ins.....	.85
1800 Nandina Domestica, 18 to 24 ins.....	1.10
2000 Nandina Domestica, 24 to 30 ins.....	1.40

Ask for general list.

Ship trailer truck or rail.

CARTWRIGHT NURSERIES

Collierville, Tennessee

Hiway 72, East of Memphis

Phone 4352

Moraine Locust

(PLANT PATENT No. 836)

WE HAVE THE FOLLOWING IN SURPLUS

	Each Per 10	Each Per 100
5 to 6 ft., whips.....	\$2.25	\$2.00
6 to 7 ft., whips.....	2.75	2.50

Licensed Grower

HILLENMEYER NURSERIES

LEXINGTON, KENTUCKY



Sell on sight! Make friends and repeat sales! Patented varieties. AARS Winners. Favorite standard varieties. Single-bush pack or 8-bush collections. Write for prices.

ARP NURSERY CO.
P. O. Box 507-R Tyler, Texas

ELEY CRAB

(Malus Purpurea Eley)

Field-grown grafts about 1 to 2 ft., \$30.00 per 100.

We also have Dolgo and Scheidecker Crab, same age and same price. However, they are smaller.

NEWPORT NURSERY COMPANY
NEWPORT, MICHIGAN

EVERGREENS CONIFEROUS

	Per 10
Arborvitae, American, 2 to 3 ft.	\$25.00
Arborvitae, American, 3 to 4 ft.	35.00
Arborvitae, American Pyramidal,	
24 to 30 ins.	25.00
30 to 36 ins.	32.50
3 to 4 ft.	42.50
Arborvitae, Globe, 12 to 15 ins.	13.50
15 to 18 ins.	20.00
18 to 21 ins.	27.50
21 to 24 ins.	32.50
Fir, Douglas, 2 to 3 ft.	32.50
Fir, Douglas, 3 to 4 ft.	42.50
Juniper, Andorra, 24 to 30 ins.	42.50
Juniper, Andorra, 30 to 36 ins.	57.50
Juniper, Greek, 24 to 30 ins.	35.00
Juniper, Greek, 30 to 36 ins.	45.00
Juniper, Irish, 18 to 24 ins.	15.00
Juniper, Irish, 24 to 30 ins.	22.50
Juniper, Meyer, 24 to 30 ins.	30.00
Juniper, Meyer, 30 to 36 ins.	32.50
Juniper, Pfitzer, 24 to 30 ins.	42.50
Juniper, Pfitzer, 30 to 36 ins.	57.50
Retinospora—Filifera, Plumosa,	
Plumosa Aurea, Squarrosa,	
Veitchi,	
18 to 24 ins.	20.00
24 to 30 ins.	27.50
30 to 36 ins.	35.00
Spruce, Colorado Medium Blue,	
24 to 30 ins.	30.00
Spruce, Colorado Medium Blue,	
30 to 36 ins.	37.50
Taxus Cupidata Capitata,	
15 to 18 ins.	27.50
18 to 24 ins.	37.50
24 to 30 ins.	52.50
30 to 36 ins.	67.50
36 to 42 ins.	82.50
42 to 48 ins.	95.00
Taxus Hicksi, same sizes and	
prices as Taxus Cupidata	
Capitata.	
Taxus Hatfieldi, 15 to 18 ins.	30.00
18 to 24 ins.	40.00
24 to 30 ins.	55.00

BROAD-LEAVED

Azalea Ledifolia Alba,	
10 to 12 ins.	17.00
12 to 15 ins.	23.00
15 to 18 ins.	28.50
18 to 24 ins.	38.00
Berberis Verruculosa, 12 to 15 ins.	25.00
Berberis Verruculosa, 15 to 18 ins.	27.50
Euonymus Patens, 15 to 18 ins.	15.00
Euonymus Patens, 18 to 24 ins.	20.00
Kalmia Latifolia, 18 to 24 ins.	17.50
Kalmia Latifolia, 24 to 30 ins.	22.50
Rhododendron Catawbiense,	
18 to 24 ins.	25.00
Rhododendron Catawbiense,	
2 to 3 ft.	30.00
Rhododendron Maximum,	
18 to 24 ins.	20.00
Rhododendron Maximum,	
2 to 3 ft.	25.00
Rhododendron Maximum,	
3 to 4 ft.	32.50

SHADE TREES—See our ad in American Nurseryman for January 15, 1952.

WAYNESBORO NURSERIES

WAYNESBORO, VIRGINIA

QUALITY JUNIPER GRAFTS

For spring, 1952, delivery, from 2 1/2-in. pots on Virginiana understock. We are grafting *Juniperus Virginiana Canaerti*, *Glaucia*, *Pyramidiformis* (Dundee), *Burki* and *Keteleeri*.

PAUL ARTERBURN NURSERY
P. O. Box 72 St. Matthews, Ky.

ROSES No. 1 30c each

Write for a variety list.

M. OLIVER TYLER, TEXAS

centered on the fact that many useful native plants are virtually unavailable except as collected material. High-quality nursery-grown stock can be obtained only here and there, which is discouraging to the landscape nurserymen, who would like to employ many more of these basically hardy and generally satisfactory plants associated with conservation and landscape development.

Regarding the selection and use of woody ornamentals for landscape sales and general appeal value, it was pointed out that small plants of native laurel collected under approved circumstances could be grown in the nursery to branched plants of high quality in three to five years.

Peter van Melle pointed out that, while many native viburnums are useful in parks and parkway plantings, fragrant cultivated types such as *Viburnum carlesi* are often more floriferous and fragrant for use in small gardens and near terrace or doorway plantings.

Several nurserymen indicated that, while the cost of growing native plants may not be any greater than that involved in the production of standard types, the demand for such items as native azaleas, *Kalmia angustifolia* and others is temporary and sporadic.

Phil Alampi spoke briefly of the part television has played in interesting the public in better plants and in better gardening techniques and received hearty applause for the fine work he is doing with the programs from station WJZ.

Mr. Alampi's remarks opened a general discussion of the matter of educating the public to a wider knowledge of plant materials and of quality in nursery stock. Richard P. White, A. A. N. executive secretary, referred briefly to standards adopted by the A. A. N. and to efforts of the association to retain fair trade practices.

A request to name 10 plants suitable for use in landscaping small properties immediately brought forth suggestions of yew, holly, flowering dogwood and floribunda roses. Flowering perennials were suggested and possibly specimen plants of amelanchier. The meeting concluded, but continued in the lobby the following morning, indicating again that a difference of opinion stimulates thinking.

Friday morning was held a general business meeting of region 1, A. A. N., Chairman Jac Bulk presiding. Following the reports of the regional secretary and treasurer,

LINING-OUT STOCK

Camellia Sasanqua.

Annette.	
Cinderella.	
Cleopatra.	
Maiden's Blush.	
Rosea.	
Texas Star.	Per 100
8 to 12 ins., liners.	\$17.50
12 to 18 ins., liners.	25.00
18 to 24 ins., liners.	30.00

Magnolias.

Rustica Rubra.	
Soulangeana.	
8 to 12 ins., 2-yr. liners.	30.00
12 to 18 ins., 2-yr. liners.	35.00
18 to 24 ins., 2-yr. liners.	40.00

Liliflora.

8 to 12 ins., 2-yr. liners.	25.00
12 to 18 ins., 2-yr. liners.	30.00

Gardenias.

Fortunei.	
Radicans.	
6 to 8 ins., liners.	7.50
8 to 12 ins., liners.	10.00

Ginkgo Biloba.

6 to 8 ins., liners.	7.50
8 to 12 ins., liners.	10.00

Ilex Crenata.

Bullata.	
Rotundifolia.	
4 to 6 ins., liners.	10.00

Viburnum.

Macrophyllum.	
Odonatissimum.	
6 to 8 ins., liners.	10.00
8 to 12 ins., liners.	12.50

The above are excellent liners, heavily rooted and well grown; sure to please.



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Azaleas, Camellias, Magnolias
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Catalog on request.

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BOXWOOD GARDENS
Mrs. R. P. Royer High Point, N. C.

Marie M. Enberg, Mr. Curtis presented a brief report on the work of the liaison committee which has been conferring with the department of public works in New York state concerning the availability of plant materials in the northeastern states.

Howard C. Taylor, chairman of the nominating committee, presented a slate of officers for region 1 for 1952 as follows: Chairman, Richard Wyman, Framingham, Mass.; vice-chairman, Charles M. Boardman, Weiser Park, Pa.; secretary-treasurer, Mrs. Marie M. Enberg, Eastview, N. Y. All candidates were elected. The name of Richard L. Holmes was placed in nomination as member of board of directors from region 1 to be voted on at the July meeting of the A. A. N. at Detroit.

Peter Cascio, West Hartford, Conn., vice-president of the A. A. N., introduced the president, John B. Wight, Cairo, Ga., who reported on the progress and undertakings of the A. A. N. and other matters of import to nurserymen.

Richard P. White, executive secretary, delivered the address about "Realism and Self-reliance," published in the January 15 issue of the American Nurseryman.

Howard C. Taylor, chairman of the A. A. N. market development and publicity committee, upon introducing Howard P. Quadland, A. A. N. director of information, called attention to the success of the "Plant America" program and "the effort and the work which culminated in the recognition of our program by no less a group than the jury of awards of the American Trade Association Executives," who gave the "Plant America" program the grand award for distinguished service in 1951.

Howard P. Quadland discussed the value of promotional programs in general and the effect of promotions on the industry.

Truman Fossum, consultant to the bureau of census, Washington, D. C., gave the first release of figures of the 1950 census of agriculture pertinent to the nursery industry. Dr. Fossum revealed some interesting and startling facts—such as that labor is the biggest commodity the nursery industry is selling, with plants second. Dr. Fossum advised that the youth of the industry be educated in regard to facts and conditions shown up by the census figures, even though they do not understand them. Then when they are older, they will understand them and be better able to cope with the problems, instead of just starting to learn. Structurally, Dr. Fossum believes,

WE OFFER FOR SPRING DELIVERY

	Per 10	Per 100
Malus Eleyi. Eley Flowering Crab.		
4 to 5 ft.	\$5.00	\$45.00
3 to 4 ft.	4.00	35.00
Red-flowering Peach.		
2 to 3 ft.	2.50	20.00
18 to 24 ins.	2.00	15.00
12 to 18 ins.	1.50	12.50
Cornus Florida. White-flowering Dogwood.		
4 to 5 ft.	5.00	45.00
3 to 4 ft.	4.50	40.00
2 to 3 ft.	4.00	35.00
Cercis Canadensis. American Redbud.		
4 to 5 ft.	5.00	45.00
3 to 4 ft.	4.50	40.00
2 to 3 ft.	3.50	30.00
Liriodendron Tulipifera. Tulip Tree.		
5 to 6 ft.	5.00	45.00
4 to 5 ft.	4.50	40.00
3 to 4 ft.	3.50	30.00
Chinese Elm.		
4 to 5 ft.	4.00	35.00
3 to 4 ft.	3.00	25.00
2 to 3 ft.	2.50	20.00
Cydonia Japonica Rubra. Japanese Quince.		
True upright red, nonfruiting.		
2 to 3 ft.	4.00	35.00
18 to 24 ins.	3.50	30.00
12 to 18 ins.	2.50	20.00
Spiraea Anthony Waterer.		
12 to 15 ins., heavy clumps.	4.00	35.00
Spiraea Vanhouttei.		
2 to 3 ft., 2-yr. tr., well br.		18.00
18 to 24 ins., 2-yr. tr., well br.		12.50
12 to 18 ins., hedging grade, \$45.00 per 1000.		
Wistaria Floribunda. large blooms.		
2-year, No. 1.	5.00	45.00
2-yr., No. 2.	4.00	35.00
Lagerstroemia Indica. Crape Myrtle, red.		
3 to 4 ft.	4.00	35.00
2 to 3 ft.	3.50	30.00
Calycanthus Floridus. Sweet Shrub.		
18 to 24 ins., 2-yr. tr.	2.50	20.00
12 to 18 ins., 2-yr. tr.	2.00	15.00
Althaea. double red.		
3 to 4 ft.	3.50	30.00
Red Mimosa.		
2 to 3 ft.		20.00
Pink Mimosa.		
3 to 4 ft.		20.00
2 to 3 ft.		15.00
Juglans Nigra. Black Walnut.		
4 to 5 ft.	6.00	50.00
3 to 4 ft.	4.50	40.00

Many other items not listed.

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A. A. N. Member

the nursery industry is overorganized, but functionally it could be improved. A third point suggested was that each nurseryman know what he is producing, what other nurserymen are producing and what the customer wants. He urged that nurserymen do not lose their records and findings, as surveys are costly.

The meeting closed with an afternoon address by "Horace Driscoll," of the "British Nurserymen's Affiliates," who was in truth Mr. Sims, noted humorist, whose particular forte is the lampooning of serious groups by posing as a distinguished member of the profession he addresses.

CONNECTICUT ELECTION

Dick Van Heiningen, of the Van Heiningen Nurseries, Deep River, Conn., was elected president of the Connecticut Nurserymen's Association at its 45th annual meeting, at Waverly Inn, Cheshire, Conn., January 10. He succeeds Eben T. Hall, Scott's Nurseries, Bloomfield, Conn.

E. John Brouwer, Brouwer's Nurseries, New London, was named vice-president, and Arthur C. Bird, Sr., Bristol Nurseries, Inc., Bristol, was reelected secretary-treasurer for his 10th consecutive term.

The following were elected to the executive committee: Henry Verkade, Verkade's Nurseries, New London; Edward Kelley, Stephen Hoyt & Sons Co., New Canaan; William Vittner, Vittner's Gardens, Manchester, and Robert McNeil, McNeil's Plantland, Cromwell.

Speakers included Lieut. Gov. Edward N. Allen, who represented Governor Lodge, and Curtis Porterfield, assistant secretary of the American Association of Nurserymen, Washington, D. C. About 125 members and guests attended.

Awards were presented by the association to winners of the statewide home and community beautification contest conducted among 4-H Clubs by the extension service of the University of Connecticut, Storrs. The county winners were Alan Pratt, Noroton, Fairfield county, who received the state award; Gladys Larson, Berlin, Hartford county; Elias Danikow, Jr., East Haddam, Middlesex county; Richard Dahlberg, Orange, New Haven county, and Rudy Favretti, Mystic, New London county.

A. C. Bird, Sec'y.

MANAGEMENT of Skelly's Nursery in Port Arthur, Tex., is now in the hands of Calvin E. Morrison, landscape architect.

NATIVE SHRUBS and EVERGREENS

<i>Tsuga Canadensis.</i>	Per 100	Per 1000
3 to 6 ins., S.	\$1.25	\$10.00
6 to 9 ins., S.	1.75	15.00
9 to 12 ins., S.	2.50	20.00
12 to 18 ins., S.	4.00	35.00
18 to 24 ins., S.	6.00	55.00

Ilex Opaca.

Rhododendron Maximum.

Kalmia Latifolia.

3 to 6 ins., S.	2.00	15.00
6 to 9 ins., S.	3.00	25.00
9 to 12 ins., S.	4.00	35.00
12 to 18 ins., S.	5.00	45.00
18 to 24 ins., S.	6.50	...

Cercis Canadensis.

Tilia Americana.

Acer Rubrum.

<i>Acer Saccharum.</i>	Each
4 to 5 ft., well br.	\$0.35
5 to 6 ft., well br.	.45
6 to 8 ft., well br.	.65

Azalea Calandulacea.

Azalea Nudiflora.

12 to 18 ins., well br.	.15
18 to 24 ins., well br.	.20

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Liner samples desired.

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10,000 *Taxus*, 2 and 3-yr., potted
5000 *Juniperus Fitzeriana*,
2 and 3-yr., potted
5000 *Juniperus Glauca Hetzi*,
2 and 3-yr., potted
50,000 *Taxus*, R.C., flat-grown
5000 *Thuja*, R.C.
10,000 *Tsuga Canadensis*, trans.

For 1952-53 Delivery

25,000 *Taxus*, potted
5000 *Juniper*, potted
5000 *Tsuga Canadensis*, trans.
25,000 *Weigela Eva Rathke*, trans.
25,000 *Deutzia Gracilis Alba*
and *Rosa*, trans.

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64 pages, 3000 names, 25c per copy
American Nurseryman Chicago 4.

WESTERN ASSOCIATION

[Continued from page 11]

bat is the woolly aphid, which attacks apple trees. Parathion has been effective.

Systemic Phosphates to Aid

A new weapon for fighting insects will be found in the systemic phosphates that will be on the market in another year or two. Plants watered with these phosphates will take them into their tissues and poison aphid and possibly other insects that attack them.

The juniper mealy bug, which has become a serious pest on evergreens in some areas of the west, may kill a juniper tree in one year. It is attacking wild junipers in Oklahoma, northern Texas and New Mexico. Control can be accomplished by means of a DDT-rotenone formula that can be obtained from the department of entomology, University of Kansas.

Bagworms on evergreens can be controlled by spraying or dusting with arsenate of lead when the eggs hatch in June. Arsenate of lead is not effective against the adults, but Parathion can be used with good results. Dr. Michener cautioned against the use of DDT on junipers because it kills the enemies of red spider but not the spider itself. Parathion will kill both the red spider and its enemies.

Nurserymen should be on the lookout for the European elm scale, which is a serious pest. Leucanium scale on junipers is not serious. The juniper scale, a small white scale, is easily checked by the use of summer oils. The importance of San Jose scale, Dr. Michener believes, has been greatly overemphasized.

Planting for Better Living

At the afternoon session, Harold E. Mosher, professor of landscape architecture, University of Missouri, spoke on the subject of planning and planting for better living.

"Higher standards of living," stated Professor Mosher, "give us more time to enjoy our homes." We have a new way of thinking: We must have the latest of everything in cars, appliances and gadgets, also in plants. Nurserymen must keep up to date not only on plant materials, but on their uses. Modern styles in architecture require new practices in landscape design.

The nurseryman contributes to better living. He has to sell to make a living, but in order to do this profitably he must have what the public wants and be able to instruct the buyer in its proper use. He also has

Broad-leaved and Coniferous Evergreens, B&B

(No liners)

Azalea Coral Bells, Lavendula, Pink Pearl and others.

Abelia grandiflora, NR, 3 to 4 ft.

Buxus sempervirens, 15 to 18 ins. and 18 to 21 ins.

Elaeagnus pungens reflexa.

Ilex cr. rotundifolia globosa or compacta.

15 to 18 ins. and 18 to 24 ins.

Ligustrum, in great variety.

Nandina domestica, beauties, good color.

Pyracantha lalandi and others.

Viburnum rhytidophyllum.

Biota aurea nana, mainly 1½ to 2 ft.

Pfitzer Juniper, 1½ to 2 ft. and 2 to 2½ ft.

Dwarf Pfitzer Juniper, 15 to 18 ins. and 1½ to 2 ft.

Pine, White, 2 to 2½ ft. and 2½ to 3 ft.

Woodward Globe Arborvitae, 15 to 18 ins.

Pyramidal American Arborvitae, 2 to 5 ft.

Give us some idea of sizes and quantities desired and we shall be glad to quote interesting prices on quantity lots.

No liners.

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Columnaris, Blue.

Each

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JUNIPER, Pfitzeriana.

12 to 15 inches.....1.00

15 to 18 inches.....1.50

18 to 24 inches.....2.00

24 to 30 inches.....2.50

30 to 36 inches.....3.00

JUNIPER,

Communis Fastigiata.

Each

2 to 3 feet.....\$2.00

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BAKER'S ARBORVITAE.

30 to 36 inches.....1.25

3 to 4 feet.....1.60

4 to 5 feet.....1.80

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Carload or truckload. Very choice, well grown plants.

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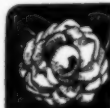
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3 ft., blooming size.....	Each
4 ft., blooming size.....	\$2.75
5 ft., blooming size.....	3.25
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a moral responsibility to recognize the right of the public to expect quality merchandise.

In making home landscape plantings, the nurseryman should be skillful in planting to soften the angles between the lines of the house and the ground. He should know how to accent the entrance, screen off bad features of the house and accent the good features.

The new "cracker box" houses pose a new problem in landscape planting. These houses are so small that the plants commonly employed tend to dwarf them. Low-growing, dwarf and semidwarf plants are needed for foundation planting and for planting under the "picture" windows.

Professor Mosher urged nurserymen to recognize the increasing usefulness of the home grounds. Lounging areas and areas for outdoor dining should be provided if space permits and should be placed near the house for convenience. Play areas for children are also desirable. But the purely aesthetic value of home grounds should not be overlooked—plant for sheer beauty.

In planting many of the modern homes, the nurseryman is faced with the problem of too little space. Small trees should be used because large trees overpower the house and lot. By keeping center areas open, the illusion of greater space can be created. Professor Mosher recommended the use of fewer plants and plantings to insure appropriate simplicity.

Professor Mosher concluded his remarks by urging nurserymen to landscape their own buildings, grounds and roadsides. He suggested the planting of demonstrational hedges, windbreaks, mass plantings and specimen plantings.

"Affairs of the American Association of Nurserymen" was the subject of the Wednesday morning talk of Dr. Richard P. White, executive secretary of that association. The address was similar to that given at the eastern convention, January 4, published in the January 15 issue of the American Nurseryman.

In the business meeting that concluded the convention, the Western association went on record as favoring St. Louis as the convention city for the A. A. N. in 1954. It also voted to support the A. A. N. policy on plant quarantines.

In a room adjoining the meeting room were exhibits by Eli Colby Peat Co., Hanlontown, Ia.; Bruenings Nursery, Higginsville, Mo., and Verhalen Nursery Co., Scottsville, Tex.

MAIL ORDER MEETING

John Wight, president, and Richard P. White, executive secretary, of the American Association of Nurserymen, both appeared as guest speakers at the meeting of the National Mail Order Nurserymen's Association held at the Hotel La Salle, Chicago, January 14. The meeting was presided over by Howard N. Scarff, W. N. Scarff's Sons, New Carlisle, O., president of the mail-order organization.

Dr. White reviewed the work of his office during the past year. He told his audience he felt there would be no additional shipping rate increases in 1952, but suggested that the mail-order men keep complete records on all shipments. He said records should be kept as to how many shipments are made by mail, how many to the various mail zones and how many by express, so that when information is needed to fight adverse legislation it will be available to show what the industry is doing.

Mr. Wight brought greetings of the A. A. N. and pledged the assistance of the A. A. N. Washington office to the mail-order men whenever they needed it.

Cliff Emlong reported that the sphagnum moss sources in Wisconsin would be glad to work with the mail-order nurserymen on cooperative orders for carloads. Mr. Emlong will continue to correspond with them on this matter. Under this plan, all those who participate can buy at quantity prices. Secretary Harold Timmons, Buntings' Nurseries, Inc., Selbyville, Del., will send a questionnaire to all members to find out the number of carloads needed. Orders will be placed sometime in the future.

Membership Chairman Kimball D. Andrews, Andrews Nursery Co., Faribault, Minn., reported five new members: Brownell Roses, Little Compton, R. I.; Inwood Lake Nurseries, Thomasville, Ga.; Doty & Doerner, Inc., Portland, Ore.; Ty-Tex Rose Co., Tyler, Tex., and Spouts Greenhouse. Every member was asked to send the secretary a list of prospective new members, and the membership committee will contact those on the list.

The regional vice-presidents reported on sales and inquiries to date in their various areas. They reported they felt supplies of most things were sufficient for spring sales, which most members expected to be good. Some items will be short, especially larger shrubs, some roses and large shade trees.

Members discussed the type of

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Rhododendrons and Azaleas

Hardy Perennials

Peonies

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CUT-LEAF WEeping BIRCH

(Betula Lacinata on White Birch)

Well branched, very fibrous roots.

	Each	Per 10	Per 100	Per 1000
4 to 5 ft.	\$2.25	\$2.10	\$1.00	
5 to 6 ft.	2.50	2.30	1.70	
6 to 7 ft.	2.40	2.50	1.90	
7 to 8 ft.	2.80	2.70	2.00	
8 to 10 ft.	3.10	3.00	2.40	

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All trees well branched.

	Each	Per 10	Per 100	Per 1000
18 to 24 ins.	\$0.55	\$0.50	\$0.40	
2 to 3 ft.	.70	.65	.55	
3 to 4 ft.	.85	.80	.70	
4 to 5 ft.	1.00	.95	.85	
5 to 6 ft.	1.25	1.10	1.00	
6 to 8 ft.	1.35	1.25	1.15	

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program they wanted for their annual convention at the Hotel La Salle in August. It was the consensus that the same type of meeting as was held last year would be excellent. Vaughn Woodard, Neosho Nurseries, Neosho, Mo., was appointed chairman of the program committee for the convention, with George Rose, Henry Field Seed & Nursery Co. and Welch Nurseries, Inc., Shenandoah, Ia., and Kimball Andrews named to serve with him.

K. D. A.

MARYLAND ASSOCIATION AWARD TO GUDE

[Continued from page 10]

ing, who started the afternoon session by introducing Dr. John C. Krantz, head of the department of pharmacology of the University of Maryland, who gave a most interesting talk on "Plants, Plagues and People." Disease has always been the enemy of mankind. About 300 years ago the cure for malaria was discovered in Peru. Countess Chinchon, wife of the Spanish envoy to Peru, was very ill, and as a last resort the person attending her said he understood a tribe of Indians derived a concoction from a plant which would stop the chills and fever, and so the drug quinine had its start from the bark of cinchona. Just now it has been discovered that the root of hydrangeas yields a substance favorable in the treatment of malaria. Then morphine was discovered as a derivative of opium, which in itself comes from the poppy. Dr. Krantz called these drugs the Dr. Jekyll and Mr. Hyde of medicine because of the extreme reactions and results of the two drugs upon an individual.

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Election of Officers

The following officers recommended by the nominating committee were unanimously elected: President, Adolph Gude, Jr., A. Gude & Sons, Rockville; first vice-president, Robert S. Johnston, Eastern Shore Nurseries, Inc., Easton; second vice-presi-

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dent, Carl Orndorff, Kensington; secretary, Paul Hoffman, Towson Nurseries, Towson; treasurer, Willard Stoner, Westminster Nurseries, Westminster; educational secretary, Dr. George Langford, University of Maryland, College Park.

The meeting was then turned over to the new president, Adolph Gude, Jr., who gave a short speech of acceptance before adjournment.

Everyone felt it was the most interesting meeting of the association to date and, with an attendance of approximately 125 members and guests, it speaks well for the association, as membership records show 111 paid-up members from the state and 12 members from outside the state.

KANSAS CONVENTION

[Continued from page 12.]

damage to the soil. However, the bridge across the Kaw river on the main road to the farm was washed out, making it necessary to travel 12 miles to reach the farm instead of six, as formerly.

Although not scheduled on the program, a talk on oak wilt was given by Ivan J. Shields, plant pathologist from the University of Kansas, at the request of President Eugene Wilson, Holsinger Nursery Co., Kansas City. Oak wilt affects all species of oaks, but some are more resistant than others. Red oaks may be killed in a few weeks by the wilt, while the white oaks may resist it for years. It is known to spread by natural root grafts, but how it skips from one locality to another is still a mystery. The states of Pennsylvania, Ohio and Illinois have made appropriations for further research on the oak wilt.

The fifty who attended the luncheon were addressed briefly by former U. S. Sen. Harry Darby, Kansas City. He complimented the state highway commission upon its roadside improvement program and emphasized the importance of maintaining roadside plantings. Kansas, according to Senator Darby, should give greater publicity to its agricultural and industrial advantages, as well as to its recreational facilities.

In the afternoon there was a brief business session. The association voted to take out a membership in the Central Plains Turf Association, to cooperate with the state college in developing plans for planting a farmstead in one day and to assist the city beautification committee of Topeka, Kan., in a "Plant America" campaign in flood-devastated North Topeka.

SPRING, 1952

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2½ to 3 ft.....	3.10
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CALIFORNIA ASSOCIATION OF NURSERYMEN

ELMER J. MERZ, Executive Secretary

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REDWOOD EMPIRE MEETING

The 93rd business meeting of the Redwood Empire chapter of the California Association of Nurserymen, held early in January, was called to order after a very fine dinner, which honored the birthdays of Leo Ihle, Birchlane Gardens, San Rafael, and Jim Egger, Egger & Son Nursery, Mill Valley. It was not known whose age was indicated by the one candle on the cake.

The minutes of the preceding two meetings were read and approved as read.

A letter from Jack Evans, Evans & Reeves Nursery, Los Angeles, was read. In response to his inquiry, President James Gaddis, Gaddis Nursery, Santa Rosa, appointed Henry Martin, Martin's Nursery, Sebastopol; Harold Prickett, Prickett's Nursery, Santa Rosa, and Pat Flynn, San Rafael Nursery, San Rafael, to act as a membership committee. In addition, it was suggested that all members be on the alert for new members in their areas.

Information was received from Pressley Neville Jones on the unemployment compensation disability insurance and was referred to an insurance committee. Leo Ihle; Don Perry, Sunnyside Nursery, San Anselmo, and Jim Egger are the members of this committee.

A motion was made by Harold Prickett, and carried, to instruct the secretary to write cards to members that have been absent from the last meetings and urge them to attend. The secretary was instructed to send a gift and card to Albert Campbell, Campbell's Nursery, Santa Rosa. Mr. Campbell suffered a stroke and is confined to his home.

There being no further business, Jim Gaddis introduced Elmer Merz, executive secretary of the state association, who was making his official visit of the year. Following is a condensation of his speech, "A Little Knowledge Is Something We Should All Have":

The association hopes to be of service to the members this year by analyzing their own businesses. This information will be sent to all member nurseries and should be valuable in stopping the leaks in our business practices. We cannot continue to

operate in the old manner, out of the pocket. The problems today are not those of a nurseryman but of a businessman . . . inventory, selling, advertising, taxes, turnover and regulations.

Through the cooperation of the nurserymen, a great deal of valuable information can be compiled. Questionnaires will be sent out to the nurseries. A quick return of the questionnaires to the secretary's office will facilitate an early report.

Then there are problems on the local level that cannot be handled by the state association. A case was cited of one of the chapters that has done a good job on news releases. The chapters should follow through on the material sent out by the state office. It was suggested that someone should be responsible for pushing the releases to the advantage of the members.

In closing, Mr. Merz stated that we have to work together. It is our

only salvation. You are not competing with each other. Your competition is with the 98 per cent of retail outlets that are not nurseries. Our increase in business has to come from them.

A short discussion of wage and salary control followed. There being no further business, the meeting was adjourned by President Gaddis.

Hugh Wallace, Sec'y.

CENTINELA HOLDS PARTY

About seventy members and friends of the Centinela chapter of the California Association of Nurserymen gathered December 13 in the Ship room of Smith Brothers Fish Shanty, Waleria, for some recreation and shoptalk. President Loring L. Bigelow, Newcoast Nursery, Torrance, was a busy man seeing that all present met everyone and that their "conversation water" was mixed in the right proportions.

At 8:30 p. m., the group entered the main dining room, where there was a large Christmas tree piled high with gifts from the many generous and appreciative wholesalers of the southern California area. Some of the good-will ambassadors present were Mr. and Mrs. Lyman B. Merrick, L. B. Merrick Nurseries, Whit-

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tier; Sid Trontz, Germain Seed & Plant Co., Los Angeles; Dave Lascoe, A. A. Schnierow Nurseries, Inc., Los Angeles; O. Hoyer, Del Amo Nurseries, Compton, and many others.

After a delicious steak dinner, Lou Hammond, Inglewood Nursery, Inglewood, introduced Leroy Vaughn, who entertained us with several pantomime acts. Dave Eisenberg, Gramercy Park Nursery, Los Angeles, played Santa Claus and a good one, too, as everyone left with an armful of gifts. After Santa had distributed his gifts, the tables were cleared and everyone danced to a string trio until the wee small hours.

Paul Boggus, Sec'y.

WASHINGTON STATE NOTES

Paul Mayer, of Wedgewood Gardens, Seattle, Wash., claims there is no such thing as a man's privacy any more. Paul has been in the Veterans' Administration hospital, where he was looked into and through, poked, prodded and tested in every manner of ways. He is home again with the promise that, if he slows down on exertion for a few months, he will ultimately recover fully.

United States District Judge Alger Fee, Portland, Ore., has awarded damages of \$78,225 to 19 Oregon and Washington orchardists, bulb growers and stock raisers for losses caused by fumes from Reynolds Metals Co.'s Troutdale factory in Oregon. Ninety-eight claimants filed suit against the company two and one-half years ago. More than \$3,000,000 in damages was asked. Nineteen of the 98 claimants were successful. They included five Washington prune growers, whose orchards are across the Columbia river from the aluminum firm, who received \$20,500, and 12 growers of gladioli and other bulbs on the Oregon side of the river, who were awarded \$52,225. All growers in the western states have followed the cases with interest because of the development in the west of aluminum and other metals establishments. M. B. S.

PURCHASE of the stock of the Fred L. Dietz Olive Nursery, Corning, Calif., has been made by La Conda Ranch, Corning, owned by Luddington Patton, who plans to have trees for sale to California growers before the end of the year.

RELOCATION of the Kallman Garden Nursery, Santa Barbara, Calif., is planned for this year by its owner, Bert T. Kallman. The new site is still at Santa Barbara.



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NORWAY MAPLE WHIPS

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	Each	Each
4 to 5 ft.....	\$0.45	\$0.43
3 to 4 ft.....	.35	.33

CHINESE ELM SEEDLINGS

	Per 1000
3 to 4 ft.....	\$60.00
2 to 3 ft.....	35.00

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PENINSULA MEETING

The January meeting of the Peninsula chapter, California Association of Nurserymen, was held in Bondy's at Belmont on the third. This was primarily an educational meeting, being part of the planned series of educational, business and social meetings that William E. Schmidt, Schmidt Nursery, Palo Alto, chairman of the program committee, is arranging. Maunsell Van Rensselaer, director of the Saratoga experimental gardens, Saratoga, was the speaker.

The Saratoga experimental gardens have been established and endowed by Ray Hartman, Leonard Coates Nurseries, Inc., San Jose. The purpose of the establishment is to teach nurserymen and professional gardeners which of the native plants of the state best lend themselves to home and civic plantings in the bay area. In extending this purpose, the gardens are also selecting from those desirable native plants the best specimens; by propagating from them it is hoped to develop strains which will be of greater value to the trade. From the sale of these improved selections, it is further hoped that the gardens can eventually become self-supporting. If and when it seems that a profit could be obtained from their operations, the nonprofit organization plans to expand its area and its activities.

In explaining how this is to be done, the director told with slides how many of the standard native plants varied in their natural locations. He showed how some were desirable, while some others of the same species did not qualify as shade trees, lawn trees or decorative ornamentals. He explained how he and his assistants are going about making selections from desirable types and how they are testing different rootstocks with the hope that this factor may influence better growth under somewhat artificial conditions. After listening to him speak for about an hour, one began to see the immensity of the project and to understand why he does not expect results in the immediate future.

Not only was the talk interesting and instructive, but it gave one a brighter outlook on the future than is commonly derived from reading about wars, near wars and prospective wars. The photography was excellent, and undoubtedly the director spent many hours seeking out the examples that he wanted to show and in the actual taking of the pictures. The talk is entitled "Natives of Cali-

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\$35.00 per 1000; \$5.00 per 100.

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\$50.00 per 1000; \$7.00 per 100.

TRANSPLANTS—We are offering this year one-year transplants in both Mahonia Aquifolium and Mahonia Nervosa at **\$15.00 per 100.**

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2-yr., 5 to 7 ins., well branched and set with flower buds.

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fornia," and the speaker is available to other professional groups.

William Hepsch, as representative for the landscape contractors to the Horticultural Council, asked for support of that association. He explained that each year one group of the council is asked to act as its sponsor and that this year it was the turn of the landscape contractors. Funds for the support of the council are obtained by a per capita tax on each member of a member group and by the sale of donations at the council's annual banquet. This year the banquet was to be held on January 10 and the nurserymen were asked to make contributions. Under the able leadership of James Wilson, Peters & Wilson Nursery, Millbrae, president of the Peninsula chapter, every firm at the meeting was prevailed upon to make a contribution.

New members introduced during the evening were William Sailor, Peninsula representative of the California Spray Chemical Corp., and John Helyar, representative for Swift & Co.

A survey made by the directors of the group and reported on at this time provided the information that nearly every member nursery from San Francisco to San Jose was in complete support of the recently made suggestion that nurseries limit discounts to allied trades to ten per cent of the retail price of an item and that the discount be not allowable if the material is not paid for within thirty days of the purchase. It was indicated that the gardeners in the area were very actively resisting the action for they feel they cannot handle plantings on such a narrow margin. It was suggested that in such cases these gardeners either have the homeowner for whom they are acting buy his own planting stock or that the gardener add something to the normal retail price to reimburse him for his costs in making the purchase.

The next meeting will be held on February 7. Toichi Domoto, Domoto Nurseries, Hayward, will tell about recent developments with tree peonies and John Edwards, John E. Edwards Nursery, East Palo Alto, will tell "What's New in Camellias."

The meeting adjourned with the singing of "Happy Birthday" in honor of Ray Hartman, who was celebrating his 60th birthday that evening. W. B. B.

PURCHASED recently from Mr. and Mrs. George Protherough, the Flower Pot, E7815 Trent, Spokane, Wash., is now owned by Mr. and Mrs. Erick Sundgren.

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180 GOLD IRISH YEW, *Taxus baccata fastigiata aurea*.

286 ENGLISH YEW, *Taxus baccata*.

770 GOLD ENGLISH YEW, *Taxus baccata aurea*.
2-yr., field-grown,
2 or 3 times transplanted.

Each in lots of 25 or more
3 to 6 ins. \$0.15
6 to 9 ins.25
9 to 12 ins.35

1200 *Euonymus japonicus*.
1-yr., field-grown.

Each in lots of 25 or more
6 to 12 ins. \$0.10
12 ins. up.17

2700 *Forsythia fortunei*, 3 to 4 ft.
\$ 4.00 per 10
35.00 per 100
300.00 per 1000

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Oregon Landscape Short Course

By Edward M. Watanabe

Two years' efforts on the part of Prof. Donald J. Martel, head of the landscape architecture department at Oregon State College, Corvallis, culminated in the first meeting of a 2-day short course for landscape construction and maintenance men, attended by 110 persons, January 14 and 15. Among those attending were members of the Oregon Society of Landscape Architects, Oregon Nurserymen's Association and Oregon Landscape Gardeners' Association, as well as some landscape gardeners from the state of Washington.

The gathering was welcomed by Dean F. E. Price, of the school of agriculture at Oregon State College, who stated that the need to share knowledge within the trade is great because by sharing knowledge everyone in the trade develops higher standards of practices.

Arthur S. King, soil conservation specialist with the federal cooperative extension service, discussed mineral fertilizers and their use. He said that in western Oregon, where the climate is cool and rainy much of the year, the soil loses nitrogen through leaching. He recommended that the ammonia form of nitrogen be used for winter and early spring application in landscape work. At other seasons it does not matter whether nitrogen is in the ammonia form or the nitrate form. He spoke briefly of potash and phosphorus, but emphasized only that sulphur should be applied in some form occasionally, since western Oregon soils lack it. A question-and-answer period terminated Mr. King's talk, and in summary he stated that nitrogen is the element needing to be replenished most often, and this should be done with a "simple" or a high analysis complete fertilizer for the sake of economy.

Reducing Maintenance

"Reducing Maintenance Costs on Home Grounds" was the title of a talk by Prof. Ingvald B. Solberg, of the landscape architecture department. Professor Solberg first emphasized that the primary consideration of all landscape construction work should be the ease and cost of maintenance, even though initial costs might be high. He then spoke about the need to design a proper drainage system before any drains were laid and about grading lawns to eliminate areas which might prove difficult to mow. He suggested the use of

mowing strips of brick or concrete so that hand trimming of lawn edges would not be necessary. "Proper selection of plant material as to soil, exposure, ultimate size and general effect should be made before any planting is begun," he stated. Professor Solberg then showed color slides to illustrate the points he had spoken of in his talk.

Prof. Henry Hartman, head of the horticulture department, spoke upon "Some Practical Aspects of Soil Management," pointing out that the landscape planter faces tough problems of soil management for several reasons: First, the original soil may be poor; second, the subsoil may have been pushed over the topsoil during house construction, and third, the planting is of perennial crops, which make soil rejuvenation difficult if not impossible. He then gave a brief summary of soil formation, soil profiles and soil characteristics, emphasizing that perhaps for a landscape planter it was best to select plants suited to a soil rather than to try to

change the soil to suit a plant, because any change brought about by chemicals would be only temporary. He mentioned that leaf mold has little effect on soil pH. "Even oak leaf mold, which is supposed to leave an acid reaction, showed no effect in our tests," he stated. The use of fir sawdust as a mulch and soil conditioner was commended. In tests with blueberries, a single mulch of fir sawdust had lasted five years with no replenishing and still looked good. This is due to the slow decomposition of fir sawdust, according to Professor Hartman.

A spirited commentary with the aid of color slides was given by Prof. Donald J. Martel, head of the landscape architecture department. The difference between the way of life of people of the past and of the present was clearly brought out, and then it was shown how these differences cause differences in gardens of yesterday and today. Integration of units within a garden, unseen points within a garden to arouse interest, new

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and different uses of old materials and daring use of color in gardens were the points of Professor Martel's talk. He emphasized the need to make the garden a place of use, beauty and interest rather than solely a place at which to look.

Riley Stevens, arborist, Portland, Ore., lectured on the correct care of trees. He showed by diagrams a method of filling a cavity in trunks and main branches. He recommended use of a 10-3-3 fertilizer applied in holes punched 18 inches deep and one to two feet apart to the extreme limits of the "drip line" of trees and that trees be watered deeply every 10 days during the summer by means of a type of attachment which allows deep penetration of water. Mr. Riley suggested that trees which are getting too large for their situation be kept under control by thinning out the tallest limbs. He also recommended use of gratings about trees where the danger of soil compaction exists and the removal of all undesirable trees from home landscapes.

The last speaker of the day was Fred Wildy, landscape contractor, Portland, Ore., who showed movies of various types of equipment which he uses in lawn construction. The movies showed a Ford tractor with different attachments, rotary tillers of different makes and garden tractors with special blades and teeth used for finishing work on new lawns.

The first day of the meeting ended with a banquet, which was held at the Corvallis hotel.

Further digests of informative papers from this course will appear in a succeeding issue of the American Nurseryman.

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MISSOURI MEETING

[Continued from page 12.]

ties lacking at the university and on new varieties in the area. The students will thus have growing materials at hand for study, and the department may use them for experimental purposes and observation of their adaptability to Missouri conditions.

Specific needs of the school were outlined by Prof. J. E. Smith, former head of the departments of ornamental horticulture and landscape, and floriculture. Professor Smith was instrumental in developing services to the point where a full-time professor is now in charge of landscaping design instruction and research.

Professor Smith also urged the nurserymen to build up statistics on the industry, to encourage promising young people to attend the university for training in landscape work and to employ graduates in their businesses.

Prof. Harold E. Mosher, head of the landscape planning department, reported on progress in the curriculum and on new courses being planned and added, especially in extending the training to include advanced courses.

Joseph Houlihan, Sr., immediate past president of the association, spoke of the steps taken to bring the revision of lien laws, as desired by the industry, to the present point of consideration by the state senate, after passing by the house. This work will be continued, he said, until final enactment.

The tedious details necessary in promoting legislation were a revelation to many members, and several speakers at the convention asserted that each individual nurseryman has an obligation to make the needs and desires of his industry known to the legislators.

Inspection Service Represented

Another governmental agency, the inspection service, received the sympathetic interest of the nurserymen. Robert Roselle, state entomologist of Jefferson City, Mo., spoke briefly, urging the nurserymen to make use of the entomologists on his staff and the resources of his office. The inspectors could, he said, perform more services for nurserymen than they are now called upon to render.

In lobby conversations at the convention, two types of services not officially reported were spoken of appreciatively. One was the bulletins issued from Mr. Roselle's office during the past six months which are of interest to nurserymen and to the

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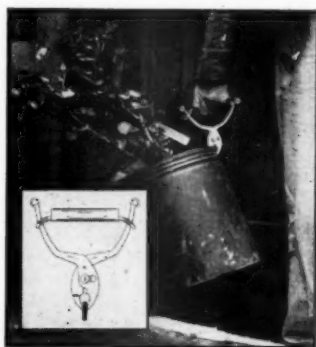
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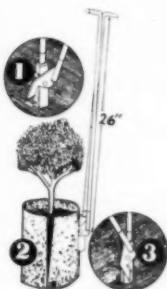
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garden clubs. Another was the talks made by inspectors to garden clubs, which include mention of new plants and their sources.

A resolution of thanks was adopted for the work done by Edward Ambo as secretary-treasurer; it was brought out that the association's active membership had been substantially increased under his direction.

August P. Beilmann, manager of the Missouri Botanical Garden Arboretum, discussed briefly his published book on trees suitable for the midwest. Missouri nurserymen are supporting the distribution of this book, believing it is valuable to both the industry and the public.

A cocktail party was held Monday afternoon at the convention hotel, with the Missouri association and the Kansas City Nurserymen's Association as cohosts. Guests included members of the Kansas association, who had met that day in Kansas City, Kan., and members of the Western Association of Nurserymen.

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No. 2, 1 to 1½ ins.	\$12.00
No. 1, 1½ to 2 ins.	18.00
Jumbo, 2½ to 3 ins.	24.00
Mammoth, 3½ ins. up	30.00

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1170 Broadway, New York, N. Y.

HARDY MICHIGAN-GROWN LILY BULBS. Auratum, 7 to 9, \$30.00; 8 to 10, \$35.00 per 100. Rubrum, 8 to 9, \$30.00; 9 to 11, \$40.00 per 100. Immediate delivery.

New rare, scarce and unusual, as well as standard varieties. Send for your free copy.

New wholesale list now ready.

J. HENDRIKS, Grower, Portage, Mich.

SIBERIAN IRIS, CAESAR'S BROTHER.

Very deep pansy-purple; wonderful cut flower. \$2.00 per 10; \$15.00 per 100; \$100.00 per 1000.

Ask for complete list of Iris.

VITTNER'S GARDENS

Sta. A Manchester, Conn.

SINGLE MEXICAN EVERBLOOMING
TUBEROSES.

Per 100 Per 1000
4000 \$5.00 \$42.00
DOUBLE TUBEROSES.
The Pearl.

Per doz. Per 100
FINEST FANCY LEAF CALADIUMS.
Order early. Last season we were short
several thousand bulbs. Mixed colors only.

1000 1 1/2 to 2-in. \$1.75 \$12.00
1000 2 to 2 1/2-in. 2.00 15.00
1000 2 1/2 to 3-in. 2.75 20.00
1000 Jumbos, 3 to 3 1/2-in. 4.00 30.00

CALADIUM ESCULENTUM.
Elephants Ears.
1000 7 to 9 ins. circ. 2.00 14.00

HILL GARDENS
P. O. Box 761, Kalamazoo, Mich.

Per 100
Amaryllis, Early-flowering Hybrids. \$50.00
Amaryllis halliana (Hardy) 30.00
Amaryllis formosissima (Sprekelia) 35.00
Amaryllis amazonica (Eucharis) 50.00
Zephyranthes, in 3 colors. 6.00
Callia, Albo maculata. 15.00
J. HENDRIKS, Grower, Portage, Mich.

Write for complete list of Lilies, Tubero-
ses, Cannas, Gloxinias, Begonias, Amaryl-
lis, Gladioli, Dahlias, Peonies, Bleeding
Hearts, etc.

MONARCH PLANT FARMS
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GLADIOLUS BULBS—50 best varieties.
Write for low price list. Plenty of planting
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EDWARD GORZINSKI NURSERY
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Complete line of CALLA LILY BULBS and
HARDY JAPANESE LILIES. Your inquiries
solicited.

BERKERY, Inc.
62 Reade St. New York 7, N. Y.

CAMELLIAS

TORMEY'S CAMELLIAS IN POTS.

All over 1 1/2 years old.
The very best to be found anywhere.
Packed free and shipped 50 plants in a case.
On orders for 3 or more cases, WE PAY THE
EXPRESS. Order only in multiples of 50 and
not less than 10 of any one variety. Cash
with order. No C.O.D.'s, please.

Group No. 1
5 to 8 ins., \$3.75 per 10; 8 to 12 ins., \$4.50
per 10.

Alba Plena, Blood of China, Casablanca
Pink, Chandleri Elegans, Colonel Firey,
Daikagura Var., Debutante, Emp. of Russia,
General Patton, Herme, Kumasaka, Lady
Clare, Pink Perfection.

Group No. 2
5 to 8 ins., \$4.75 per 10; 8 to 12 ins., \$5.50
per 10.

Casablanca White, Chandleri Francine,
Daikagura Red, Duchess of Sutherland, Glen
40, Mathotiana, Pax, Red Perfection.

Group No. 3
5 to 8 ins., \$5.75 per 10; 8 to 12 ins., \$6.50
per 10.

High Hat Daikagura, Magnoliaeflora,
Margarete Hertrich, Martha Brice, King
Lear, Dearest.

Send for lists of other sizes—we can
furnish larger plants up to specimen sizes,
with buds. Free copy of "Growing Camellias"
for profit.

TORMEY'S
Drawer 428, Temple City, Calif.
Container-grown Camellias exclusively.

For 15 years,
"The Best from the Far West."

CAMELLIAS.
CHOICE VARIETIES IN
4-in. pots, 12 to 16 ins., 50c each.

WELL GROWN PLANTS.
1-yr. transplants from 2 1/2-in. pot liners.

WRITE FOR ILLUSTRATED PRICE LIST.

DESCANSO DISTRIBUTORS, Inc.
P. O. Box 518, Chino, Calif.

Many standard and rare varieties of excel-
lent Camellia japonica and sasankua from
2 1/2-in. pots with top growth of 6 to 8 ins.
and 8 to 12 ins. 1 and 2-yr. old Camellia
liners at very reasonable prices. Write for
our wholesale price list.

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CHRYSANTHEMUMS

"COLORFUL GARDEN MUMS."
Our 1952 catalog listing of cuttings and
banded plants. Test-proven varieties plus
enticing new mums for 1952. Best in hardy
garden mums developed by leading American
and European hybridizers. We propagate
exclusively for greenhouses, nurserymen,
landscapers, garden centers and cut flower
growers. Order "Colorful Garden Mums,"
today.

Also, select perennial list.
PRAIRIE SOUTHWEST FLORETUM
Fall River, Kan.

NEW SUMMER-FLOWERING MUMS.

From early August to heavy frosts.
Very hardy—easy to grow—clean.
Perfectly formed double flowers for cutting
and corsages.

NEW 1952 CORLISS ORIGINATIONS.

Rooted Banded or
cuttings pot plants
Per 100 Per 12 Per 100

LEGIONNAIRE. Sparkling
Empire yellow \$30.00 \$6.00 \$40.00

AMVET. White with yellow
inner rays 30.00 6.00 40.00

1951 CORLISS ORIGINATIONS.
GENERAL MARSHALL.
Deep old rose, purple
and gold 25.00 5.40 35.00

GENERAL MACARTHUR.
Coppery-red, like
shiny pennies 25.00 5.40 35.00

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Apricot, seashell-pink
and buff 25.00 5.40 35.00

NEW FROM
U. S. DEPT. OF AGRICULTURE.
DAINTY LADY. White,
inner petals yellow 15.00 3.50 20.00

GOLDEN CHER.
Golden-yellow 15.00 3.50 20.00

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with pink 15.00 3.50 20.00

ROYAL GEM. Dark
garnet-red 15.00 3.50 20.00

SKI TRAIL. Ivory-white.
ruset 15.00 3.50 20.00

THANKSGIVING. Bright
russet 15.00 3.50 20.00

FROM UNIVERSITY OF NEBRASKA.
CODY. Orchid with white
center, cushion 12.00 2.75 17.00

E. H. HOPPERT. Shaggy
yellow to buff 12.00 2.75 17.00

W. P. SNYDER. Apricot-
bronze 12.00 2.75 17.00

MUMS FROM UNIVERSITY
OF MINNESOTA.
AURORA. Blood-red 6.00 1.75 11.00

BUTTERBALL.
Lemon-chrome 6.00 1.75 11.00

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Pure white 6.00 1.75 11.00

DR. LONGLEY. Lovely
pink 10.00 2.50 15.00

GLACIER. Pure white 6.00 1.75 11.00

MARON 'N' GOLD. Red
and gold 6.00 1.75 11.00

MOONLIGHT. Large
white 10.00 2.50 15.00

REDGOLD. Scarlet, pom.
SUNRED. Bright red 6.00 1.75 11.00

VIOLET. Amaranth-
purple 6.00 1.75 11.00

UNIVERSITY OF NEW HAMPSHIRE.
NASHUA. Reddish-bronze 6.00 1.75 11.00

SUNAPEE. Rich yellow 6.00 1.75 11.00

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CALENDULA. Chrome-
yellow 6.00 1.75 11.00

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Soft apricot 6.00 1.75 11.00

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Garnet-red 6.00 1.75 11.00

OTHER POPULAR VARIETIES.
CHRIS COLUMBUS. Ivory
to yellow 6.00 1.75 11.00

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Rose-pink 6.00 1.75 11.00

DEAN LADD. Red-bronze
L.T. BECKNER. Shaggy
yellow-bronze 12.00 2.75 17.00

MY LADY. Orange-yellow
Ready after March 1.
Clean, strong, rooted cuttings. No orders
for less than 25 of one kind, please. Pot
plants ready after April 1; no orders for
less than 12 of one kind. No packing charges
if cash with order.

CORLISS BROS., Inc., NURSERIES
1 Reynard St., Gloucester, Mass.

THREE SUPERB NEW
UNIVERSITY OF NEBRASKA MUMS.
Rooted cuttings. Per 100

ARAPAHOE (1952). Huge 3 to 5-in.
flowers of a rich red. Long stemmed
36-in. plants. A spectacular sight
from Sept. 15 on. \$22.00

LESHARA (1952). Heavily branched
30-in. plants, sprays of mulberry red
flowers with old rose overtones. Early
Sept. 20.00

WHITE CLOUD (1951). Long stemmed,
3 to 5-in. white flowers from mid-
August on. The finest white garden
mum. A must! 12.00

All ready now. 25 at 100 rate.
Complete list on request.

FLEMING'S FLOWER FIELDS
3100 Leighton Ave., Lincoln, Nebr.

FAIRVIEW HARDY MUMS—Order your
1952 Sure-to-Bloom Mum list today.
FAIRVIEW NURSERY, Coon Rapids, Ia.

EVERGREENS

LINERS.

Book your liners now for spring. Field-
grown liners, liners in pots and rooted cut-
tings. Write for your list now. Over one
million liners.

POPE NURSERY
Ph. VA. 3441, 4020 Race, Ft. Worth 11, Tex.

LINING-OUT EVERGREENS.

Per 100 Per 1000

3300 Andorra Juniper,
6 to 8 ins., T. \$12.00 \$100.00

2900 Andorra Juniper,
4 to 10 ins., T. 15.00 125.00

3150 Andorra Juniper,
9 to 12 ins., T. 22.50 200.00

940 Andorra Juniper,
10 to 15 ins., TT. 30.00 295.00

150 Boxwood, English,
6 to 10 ins., TT. 15.00

1300 Canadian Hemlock,
8 to 12 ins., T. 15.00 125.00

300 Canadian Hemlock,
6 to 8 ins., T. 10.00 90.00

3700 Pine, Strobus,
4-yr., 6 to 10 ins., S. 4.00 35.00

2800 Pine, Strobus,
5-yr., 8 to 12 ins., S. 7.50 60.00

1145 Pine, Eastern Pitch,
18 to 24 ins., S. 7.00 50.00

950 Pyramidal Arborvitae,
10 to 15 ins., TT. 40.00 395.00

500 American Arborvitae,
9 to 12 ins., T. 20.00 195.00

B&H EVERGREENS.
Each Per 100

160 Andorra Juniper,
15 to 18 ins. \$1.25

45 Black Hills Spruce, 18 ins. 2.00

290 Canadian Hemlock,
2 to 24 ins. 2.00 \$195.00

400 Canadian Hemlock,
2 to 3 ft., heavy. 3.00 300.00

35 Irish Juniper, 2 1/2 to 3 1/2 ft. 3.00

35 American Holly,
2 to 3 ft., heavy. 3.00

75 American Holly,
18 to 24 ins., heavy. 2.50

15 Pine, Strobus (White
Pine), 4 to 5 ft. 5.00

25 Rhododendron maximum,
3 x 3 ft. heavy. 6.00

FLOWERING SHRUBS.
400 Forsythia fortunei,
4 to 5 ft., heavy. 1.00 95.00

118 Weigela rosea,
3 to 4 ft., heavy.75 70.00

250 Spiraea vanhouttei,
2 to 3 ft., heavy.35 30.00

SHADE TREES.
50 Chinese Elm,
4 to 5 ft., heavy. 1.00

120 American Ash, 5 to 6 ft. 1.00 95.00

75 Columbia Poplar,
9 to 10 ft., heavy. 2.00

35 Golden Weeping Willow,
6 to 8 ft., heavy. 1.25

100 Northern Hackberry,
5 to 7 ft., well br. 1.00

200 Scarlet Maple,
4 to 5 ft., whips.50 45.00

135 Sugar Maple,
4 to 5 ft., whips.75 70.00

100 Tulip Tree, 4 to 5 ft. 1.00

300 Dogwood, White-flowering,
3 to 4 ft., B&B,
trimmed back 1.00 100.00

255 Dogwood, White-flowering,
4 to 5 ft., B&B,
trimmed back 2.00 200.00

All stock of good quality up to grade.
Cash with order, please. Shipment to be
made when wanted this spring.

WHERRY'S NURSERIES, St. Marys, W. Va.

SEEDLINGS FOR SPRING.

Per 100 Per 1000

Scotch Pine,
2-yr., 1 to 2 ins. \$ 2.00 \$10.00

2-yr., 4 to 8 ins. 5.00 25.00

2-yr., 2 to 4 ins. 3.00 15.00

(Riga), 2-yr., 4 to 8 ins. 6.00 30.00

(Riga), 2-yr., 2 to 4 ins. 4.00 20.00

Austrian Pine,
2-yr., 4 to 6 ins. 5.00 25.00

2-yr., 2 to 4 ins. 3.00 15.00

American Red Pine,
3-yr., 5 to 10 ins. 9.00 45.00

2-yr., 2 to 5 ins. 5.00 30.00

White Pine,
4-yr., 6 to 14 ins. 7.00 35.00

2-yr., 3 to 6 ins. 5.00 25.00

Ponderosa Pine,
2-yr., 4 to 6 ins. 4.00 20.00

Mugho Pine (Dwarf),
2-yr., 2 to 4 ins. 5.00 25.00

Norway Spruce,
3-yr., 5 to 10 ins. 8.00 40.00

2-yr., 2 to 5 ins. 4.00 20.00

White Spruce,
3-yr., 4 to 8 ins. 8.00 40.00

2-yr., 2 to 4 ins. 4.00 20.00

Colorado Blue Spruce,
3-yr., 3 to 7 ins. 8.00 40.00

2-yr., 2 to 4 ins. 5.00 25.00

American Arborvitae,
4-yr., 8 to 14 ins. 9.00 45.00

3-yr., 4 to 8 ins. 7.00 35.00

2-yr., 2 to 4 ins. 5.00 25.00

Douglas Fir, 2-yr., 3 to 6 ins. 6.00 30.00

TRANSPLANTS.

2-1, 3 to 5 ins. 6.00 30.00

White Spruce, 2-1, 3 to 5 ins. 6.00 30.00

White Pine, 2-2, 8 to 15 ins. 10.00 50.00

2-1, 4 to 8 ins. 8.00 40.00

American Arborvitae,
3-3, 15 to 20 ins. 80.00

3-3, 8 to 15 ins. 35.00

2-2, 4 to 8 ins. 10.00 50.00

Cash; or 25 per cent deposit with order,
balance C.O.D. 5 per cent discount on quan-
tities of 25,000.

SAM DIBLE NURSERY, Shelocta, Pa.

EVERGREENS—Continued

LINING-OUT LIST.
JANUARY, 1952.
PRICES SUBJECT TO CHANGE
WITHOUT NOTICE.

We are offering all potted liners listed at a slight added cost for shipment in new Bird paper pots, as per prices quoted in the first column.

Potted liners priced in the second column will be packed by the ordinary method used by most nurseries without the added protection of Bird paper shipping pots.

All bare-root liners and also all liners offered in Bird Vita-Bands are priced in the second column.

The 1000 rate applies on all orders; therefore, please order in multiples of 25 or more.

Each per 1000	In paper pots	Without pots
<i>Biota aurea</i> nana, Berckmans.		
3 to 4 in. liners.....	\$0.16	
6 to 8 in. liners.....	.17	
8 to 10 in. liners.....	.18	
2 1/2 in. pots.....	\$0.17	.16
2 1/2 in. pots.....	.18	.17
6 to 8 ins., T.T. field-grown.....	.40	
8 to 10 ins., T.T. field-grown.....	.45	
<i>Biota aurea</i> nana globosa.		
2 1/2 in. pots.....	.16	.15
2 1/2 in. pots.....	.17	.16
<i>Biota aurea</i> pyramidalis compacta.		
2 1/2 in. pots.....	.20	.19
2 1/2 in. pots.....	.21	.20
<i>Biota bonita</i> .		
2 1/2 in. liners.....	.12	
2 1/2 in. pots.....	.16	.15
2 1/2 in. pots.....	.17	.16
<i>Biota bakeri</i> .		
4 to 6 in. liners.....	.10	
6 to 8 in. liners.....	.12	
8 to 10 in. liners.....	.14	
2 1/2 in. pots.....	.14	.13
2 1/2 in. pots.....	.15	.14
8 to 12 ins., T.T. field-grown.....	.35	
12 to 18 ins., T.T. field-grown.....	.40	
<i>Biota excelsa</i> .		
2 1/2 in. liners.....	.15	
8 to 10 in. liners.....	.16	
2 1/2 in. pots.....	.18	.17
2 1/2 in. pots.....	.19	.18
<i>Biota sibylli</i> .		
3 to 4 in. liners.....	.10	
4 to 6 in. liners.....	.12	
6 to 8 in. liners.....	.15	
8 to 10 in. liners.....	.16	
2 1/2 in. pots.....	.18	.17
2 1/2 in. pots.....	.19	.18
<i>Cedrus deodara</i> .		
4 to 6 in. liners.....	.12	
6 to 8 in. liners.....	.14	
2 1/2 in. pots, heavy 12 to 18 ins.	.19	
2 1/2 in. pots, heavy 12 to 18 ins.	.20	
8 to 12 ins., T.T. field-grown.....	.35	
12 to 18 ins., T.T. field-grown.....	.40	
<i>Cedrus libani</i> .		
2 1/2 in. pots.....	.21	.20
<i>Chamaecyparis lawsoniana</i> alumi.		
Blue Lawson Cypress.		
2 1/2 in. pots.....	.19	.18
2 1/2 in. pots.....	.20	.19
<i>Cupressus fastigiata</i> arborescens.		
Narrow Column Italian Cypress.		
2 1/2 in. pots.....	.22	.21
2 1/2 in. pots.....	.23	.22
<i>Juniperus chinensis</i> pfitzeriana.		
3 to 4 in. liners.....	.10	
4 to 6 in. liners.....	.12	
6 to 8 in. liners.....	.14	
2 1/2 in. pots.....	.17	.16
2 1/2 in. pots.....	.18	.17
6 to 8 ins., T.T. bed-grown.....	.18	
8 to 10 ins., T.T. bed-grown.....	.20	
10 to 12 ins., T.T. bed-grown.....	.22	
8 to 12 ins., T.T. field-grown.....	.25	
<i>Juniperus chinensis</i> pfitzeriana compacta.		
4 to 6 in. liners.....	.12	
6 to 8 in. liners.....	.14	
2 1/2 in. pots.....	.19	.18
2 1/2 in. pots.....	.20	.19
8 to 10 ins., T.T. BR. bed-grown.....	.22	
<i>Juniperus chinensis</i> pfitzeriana nana.		
6 to 8 in. liners.....	.20	.20
2 1/2 in. pots.....	.24	.23
2 1/2 in. pots.....	.25	.24
<i>Juniperus chinensis</i> albovariegata.		
White Spot Juniper.		
2 1/2 in. pots.....	.20	.19
2 1/2 in. pots.....	.21	.20
<i>Juniperus chinensis</i> pyramidalis compacta.		
4 to 6 in. liners.....	.16	
6 to 8 in. liners.....	.18	
8 to 12 in. liners.....	.20	
<i>Juniperus chinensis</i> sylvestris.		
2 1/2 in. pots.....	.19	.18
2 1/2 in. pots.....	.20	.19
<i>Juniperus chinensis</i> viridifolia.		
dena glauca.		
2 1/2 in. pots.....	.24	.23
2 1/2 in. pots.....	.25	.24
<i>Juniperus chinensis</i> fortunei.		
2 1/2 in. pots.....	.24	.23
2 1/2 in. pots.....	.25	.24
<i>Juniperus excelsa</i> stricta.		
2 1/2 in. pots.....	.17	.16
2 1/2 in. pots.....	.18	.17
3 in. pots, extra-heavy caliper.		
suitable for understocks.....	.25	.24
<i>Juniperus glauca</i> hetzi.		
6 to 8 in. liners.....	.17	
2 1/2 in. pots.....	.18	.17
2 1/2 in. pots.....	.19	.18

(Concluded in next column)

(Concluded from previous column)

Juniperus communis	In paper pots	Without pots
columnaris compacta.		
6 to 8 in. liners.....	\$0.10	
8 to 12 in. liners.....	.12	
2 1/2 in. pots.....	\$0.16	.15
2 1/2 in. pots.....	.17	.16
<i>Juniperus sabina</i> tamariscifolia.		
2 1/2 in. pots.....	.19	.18
2 1/2 in. pots.....	.20	.19
<i>Juniperus virginiana</i> keteleeri.		
2 1/2 in. pots.....	.25	.24
2 1/2 in. pots.....	.27 1/2	.26 1/2
<i>Buxus suffruticosa</i> .		
1/4 in. pots.....	.18	.17
2 1/2 in. pots.....	.19	.18
<i>Abelia grandiflora</i> .		
1 1/2 x 2 1/2 in. Vita-Bands.....	.12	
<i>Buxus suffruticosa</i> .		
1 1/2 x 2 1/2 in. Vita-Bands.....	.13	
2 x 2 1/2 in. Vita-Bands.....	.15	
<i>Camellia sasanqua</i> Maiden's Blush.		
2 1/2 in. pots.....	.13	.12
2 1/2 in. pots.....	.15	.14
3 1/2 in. pots, extra-heavy caliper.		
suitable for understocks.....	.32 1/2	.30
4 in. pots, extra-heavy caliper.		
suitable for understocks.....	.37 1/2	.35
<i>Camellia sasanqua</i> Mine-No-Yuki.		
2 1/2 in. pots.....	.17	.16
2 1/2 in. pots.....	.18	.17
<i>Camellia sasanqua</i> roses.		
2 1/2 in. pots.....	.16	.15
2 1/2 in. pots.....	.17	.16
<i>Camellia sasanqua</i> Setu Gekka.		
2 1/2 in. pots.....	.21	.20
<i>Euonymus patens</i> sieboldianus.		
Large Leaf.		
1 1/2 x 2 1/2 in. Vita-Bands.....	.11	
<i>Euonymus patens</i> sieboldianus.		
Small Leaf.		
1 1/2 x 2 1/2 in. Vita-Bands.....	.11	
2 1/2 in. pots.....	.13	.12
2 1/2 in. pots.....	.15	.14
<i>Gardenia fortunei</i> .		
1 1/2 x 2 1/2 in. Vita-Bands.....	.08	
2 1/2 in. pots.....	.11	.10
2 1/2 in. pots.....	.13	.12
<i>Illicium anisatum</i> .		
2 1/2 in. pots.....	.18	.17
2 1/2 in. pots.....	.19	.18
<i>Ilex crenata</i> convexa bullata.		
2 1/2 in. pots.....	.21	.20
<i>Ilex crenata</i> rotundifolia.		
1 1/2 x 2 1/2 in. Vita-Bands.....	.14	
2 1/2 in. pots.....	.17	.16
3 in. pots.....	.21	.20
<i>Ilex cornuta</i> burfordi.		
2 1/2 in. pots.....	.17	.16
2 1/2 in. pots.....	.18	.17
<i>Ilex opaca</i> Palmetto.		
2 1/2 in. pots.....	.18	.17
2 1/2 in. pots.....	.20	.19
<i>Laurocerasus caroliniana</i> .		
2 1/2 in. pots.....	.14	.13
2 1/2 in. pots.....	.15	.14
<i>Ligustrum ionandrum</i> .		
2 1/2 in. pots.....	.17	.16
2 1/2 in. pots.....	.19	.18
1 1/2 x 2 1/2 in. Vita-Bands.....	.16	
<i>Ligustrum lucidum</i> compactum.		
1 1/2 x 2 1/2 in. Vita-Bands.....	.15	
2 1/2 in. pots.....	.18	.17
2 x 2 1/2 in. Vita-Bands.....	.17	
<i>Magnolia grandiflora</i> .		
2 1/2 in. pots.....	.14	.13
2 1/2 in. pots.....	.15	.14
<i>Nandina domestica</i> .		
2 1/2 in. pots.....	.10	.09
2 1/2 in. pots.....	.12	.11
<i>Osmanthus aquifolium</i> .		
2 1/2 in. pots.....	.25	.24
<i>Pyraecantha belli</i> .		
2 1/2 in. pots.....	.18	.17
2 1/2 in. pots.....	.19	.18
<i>Viburnum tinus</i> .		
2 1/2 in. pots.....	.13	.12
2 1/2 in. pots.....	.17	.16
<i>Berberis thunbergii</i> atropurpurea.		
2 1/2 in. pots.....	.12	.11
2 1/2 in. pots.....	.14	.13
<i>Cornus florida</i> .		
3 to 4 in. liners.....	.02	
4 to 6 in. liners.....	.03	
<i>Kolkwitzia amabilis</i> .		
8 to 12 in. liners.....	.15	
<i>Lonicera Flaming Beauty</i> .		
3 to 4 in. liners.....	.06	
4 to 6 in. liners.....	.08	
6 to 8 in. liners.....	.10	
8 to 12 in. liners.....	.12	
2 1/2 in. pots.....	.15	.14
2 1/2 in. pots.....	.16	.15
<i>Magnolia soulangeana</i> nigra.		
2 1/2 in. pots.....	.21	.20
2 1/2 in. pots.....	.26	.25
3 in. pots.....	.30	.27 1/2
3 1/2 in. pots.....	.33	.30
4 in. pots.....	.40	.36
<i>Prunus glandulosa</i> .		
2 1/2 in. pots.....	.12	.11
<i>Spiraea Anthony Waterer</i> .		
1 1/2 x 2 1/2 in. Vita-Bands.....	.09	
2 x 2 1/2 in. Vita-Bands.....	.11	
<i>Spiraea reevesiana</i> flora-plena.		
8 to 10 in. liners.....	.10	
10 to 12 in. liners.....	.12	
12 to 18 in. liners.....	.15	
18 to 24 in. liners.....	.18	
<i>Weigela Eva Rathke</i> .		
6 to 8 in. liners.....	.10	
8 to 12 in. liners.....	.12	

T. G. OWEN & SON, INC.
Columbus, Mississippi

BALLED AND BURLAPPED JUNIPERS.

DUNDEE	Per 10
2 1/2 to 3 ft., B&B.....	\$47.50
3 to 3 1/2 ft., B&B.....	60.00
<i>HETZL</i> .	
15 to 18 ins., B&B.....	27.50
18 to 24 ins., B&B.....	32.50
2 to 2 1/2 ft., B&B.....	40.00
<i>MOFFETT'S</i> .	
2 1/2 ft., B&B.....	47.50
3 to 3 1/2 ft., B&B.....	60.00
<i>PFITZER</i> .	
15 to 18 ins., B&B.....	27.50
18 to 24 ins., B&B.....	32.50
2 to 2 1/2 ft., B&B.....	40.00
<i>SAVIN</i> .	
18 to 24 ins., B&B.....	32.50
2 to 2 1/2 ft., B&B.....	40.00
2 1/2 to 3 ft., B&B.....	42.50
<i>WELCH'S</i> .	
2 1/2 ft., B&B.....	47.50
3 to 3 1/2 ft., B&B.....	60.00
BALLED AND BURLAPPED SPRUCE.	
BLACK HILLS	Per 10
2 to 2 1/2 ft., B&B.....	\$30.00
2 1/2 to 3 ft., B&B.....	35.00
LINING-OUT JUNIPERS.	Per 100
9 to 12 ins., TT, 2-yr., field-grown.....	\$60.00
12 to 15 ins., TT, 2-yr., field-grown.....	60.00
<i>CANAERT</i> .	
grafts, 2 1/2-in. pots.....	55.00
<i>DUNDEE</i> .	
grafts, 2 1/2-in. pots.....	55.00
<i>KETELEER</i> .	
grafts, 2 1/2-in. pots.....	55.00
<i>MASCALA</i> .	
grafts, 2 1/2-in. pots.....	55.00
<i>MEYER</i> .	
grafts, 2 1/2-in. pots.....	55.00
<i>MOFFETT'S</i> .	
grafts, 2 1/2-in. pots.....	55.00
<i>PFITZER</i> .	
9 to 12 ins., TT, 2-yr., field-grown.....	40.00
12 to 15 ins., TT, 2-yr., field-grown.....	55.00
15 to 18 ins., TT, 2-yr., field-grown.....	80.00
<i>VIRGINALIS</i> (Hillbush).	
grafts, 2 1/2-in. pots.....	55.00
<i>VIRGINIANA GLAUCA</i> .	
grafts, 2 1/2-in. pots.....	55.00
<i>WELCH'S</i> .	
grafts, 2 1/2-in. pots.....	55.00
C.O.D. shipments must be accompanied by 25 per cent cash. Quantity discount—10 per cent on 1000 lots.	
All our lining-out evergreens are dug bare root, puddled and packed in moss. Packing and boxing at cost. Balled and burlapped evergreens loaded on trucks only.	
4815 "O" St., Lincoln 8, Neb.	

FIELD-GROWN EVERGREEN LINERS.

Juniperus communis (English).	Per 100
1-yr., 8 to 12 ins.....	\$10.00
1-yr., 12 to 15 ins.....	15.00
<i>Juniperus communis</i> ashfordi.	
1-yr., 8 to 12 ins.....	15.00
1-yr., 12 to 15 ins.....	17.50
<i>Juniperus communis</i> cracovia.	
1-yr., 6 to 8 ins.....	10.00
1-yr., 8 to 12 ins.....	12.50
<i>Juniperus communis</i> fastigiata.	
1-yr., 6 to 8 ins.....	15.00
1-yr., 8 to 12 ins.....	17.50
<i>Juniperus communis</i> hibernica.	
1-yr., 6 to 8 ins.....	10.00
1-yr., 8 to 12 ins.....	12.00
1-yr., 12 to 15 ins.....	15.00
2-yr., 15 to 18 ins.....	17.50
<i>Juniperus communis</i> kiyonol.	
1-yr., 8 to 12 ins.....	10.00
1-yr., 12 to 15 ins.....	15.00
<i>Juniperus excelsa</i> stricta.	
1-yr., 6 to 8 ins.....	12.50
1-yr., 8 to 12 ins.....	17.50
<i>Juniperus horizontalis</i> .	
1-yr., 6 to 8 ins.....	10.00
1-yr., 8 to 12 ins.....	12.50
1-yr., 12 to 15 ins.....	15.00
<i>Juniperus japonica</i> .	
1-yr., 6 to 8 ins.....	15.00
<i>Juniperus sabina</i> .	
1-yr., 6 to 8 ins.....	12.50
1-yr., 8 to 12 ins.....	15.00
<i>Juniperus sabina</i> tamariscifolia.	
1-yr., 8 to 12 ins.....	15.00
1-yr., 12 to 15 ins.....	20.00
<i>Juniperus sabina</i> von Ehron.	
1-yr., 6 to 8 ins.....	15.00
1-yr., 8 to 12 ins.....	20.00
<i>Juniperus virginiana</i> kosteriana.	
1-yr., 6 to 8 ins.....	12.50
1-yr., 8 to 12 ins.....	17.50
<i>Retinospora plumosa</i> .	
1-yr., 6 to 8 ins.....	12.50
1-yr., 8 to 12 ins.....	15.00
<i>Retinospora plumosa aurea</i> .	
1-yr., 6 to 8 ins.....	12.50
1-yr., 8 to 12 ins.....	15.00
Cash with order, no charge for packing.	
HYERS NURSERY CO.	
Chase, Ala.	

EVERGREEN TRANSPLANTS.

Juniperus pfitzeriana.	Per 100
6 to 8 ins., XX, field.....	\$30.00
<i>Juniperus</i> von Ehron.	
9 to 12 ins., XX, field.....	35.00
<i>Taxus cuspidata</i> , cut back.	
6 to 10 ins., XX, field.....	35.00
Cash with order. Packing free.	
DAMASCUS NURSERIES	Damascus, Ohio

1952 LINING-OUT STOCK.

T—once transplanted; TT—twice transplanted; FR—field rows; Sdgs.—seedlings.

	Per 100	Per 1000
2000 Acer negundo, 2-yr.,		
adgs.	7.00	\$ 60.00
15,000 Althaea, 1-yr., sdgs.	4.50	35.00
2000 Cornus kousa, 1-yr.,		
sdgs.	5.50	45.00
2000 Cornus kousa, 3-yr., T,		
FR	30.00	250.00
15,000 Cydonia japonica, 1-yr.,		
sdgs.	4.50	35.00
5000 Cydonia japonica, 2-yr.,		
T, FR	8.50	75.00
8000 Leucothoe catesbaei,		
3-yr., TT, FR	35.00	300.00
8000 Leucothoe catesbaei,		
3-yr., TT, FR	35.00	300.00
4000 Picea excelsa, 3-yr.,		
T, FR	30.00	250.00
9000 Pieris japonica, 2-yr., TT		
30.00	250.00	
1500 Rosa rugosa, 6 to 8 ins.	8.50	75.00
1500 Rosa rugosa, 9 to 12 ins.	12.50	110.00
2500 Taxus media hickoi,		
2-yr., T	30.00	250.00
2500 Taxus media hickoi,		
No. 92, 4-yr., TT, FR	50.00	450.00
3000 Taxus media hickoi,		
2-yr., T	30.00	250.00
3500 Taxus media hickoi,		
4-yr., TT, FR	50.00	450.00
1500 Taxus media hickoi,		
5-yr., TT, FR	80.00	700.00
2500 Taxus media microphylla,		
4-yr., TT, FR	50.00	450.00
2500 Thuja occidentalis pyramidalis,		
2-yr., FR	70.00	600.00
3000 Wistaria sinensis,		
1-yr., sdgs.	4.50	35.00

Samples mailed on request.

BOULEVARD NURSERIES, Newport, R. I.

LINING-OUT STOCK.

1-YR., FIELD GROWN IN BEDS.

	Per 100	Per 1000
Ilex bullata	\$20.00	\$180.00
Taxus hickoi	17.50	150.00
Taxus hickoi	17.50	150.00
Taxus cuspidata	17.50	150.00
Taxus capitata, 1-yr.,		
sdgs.	6.00	50.00
Franklinia alatamaha	75.00	
Franklinia alatamaha,		
3-yr., 2 to 3 ft.	150.00	
Tsuga canadensis, 2-yr.,		
tr., 4 to 6 ins.	9.00	80.00
Thuja occidentalis, 3-yr.,		
tr., 4 to 6 ins.	10.00	90.00

SEEDLINGS.

Acer palmatum, 1-yr.	6.00	50.00
Abies balsam, 2-yr.	4.00	35.00
Abies concolor, 2-yr.	7.00	60.00
Abies Douglas, 2-yr.	4.00	35.00
Abies firma, 2-yr.	5.00	40.00
Cornus florida, 1-yr.	6.00	50.00
Euonymus alatus, 1-yr.	4.00	25.00
Ilex crenata, 2-yr.	10.00	90.00
Picea excelsa, 2-yr.	3.50	30.00
Picea pungens, 2-yr.	3.50	30.00
Picea engelmanni, 2-yr.	3.50	30.00
Syringa vulgaris, 1-yr.	3.00	25.00
Pachysandra terminalis, H. C.	4.50	40.00

POT-GROWN GRAFTS.

Acer polymorphum atrop.	75.00	
Cornus florida rubra.	50.00	450.00
Fagus, in variety	60.00	
Picea morheimi	100.00	
Pinus cembra	50.00	

Complete list of liners on request.

VERKADE'S NURSERIES, Wayne, N. J.

2-YR. EVERGREEN SEEDLINGS.

Packing free. Parcel Post (prepaid).

	Per 100	Per 1000
Scotch Pine (Certified)		
Riga), 6 to 10 ins.	\$4.85	\$34.75
Scotch Pine (Sylvetria),		
4 to 6 ins.	4.85	34.75
Banks Pine (Very fast grower),		
6 to 10 ins.	4.85	34.75
American Red Pine,		
4 to 6 ins.	4.75	36.50
Colorado Blue Spruce (Hand-		
picked seeds from Blue trees),		
2 to 5 ins.	5.00	36.50
Norway Spruce (Fast-growing		
strain), 6 to 12 ins.	5.75	37.75
Douglas Blue Fir,		
5 to 10 ins.	7.25	40.00
Canadian Hemlock,		
3 to 6 ins.	4.85	34.75

Terms: Remittance with order.

NEUNER'S EVERGREEN NURSERY

R. D. 3, Dept. A. N., Emsworth 2, Pa.

LINING-OUT STOCK.

	Per 100	Per 1000
Scotch Pine, 1-0, 1 to 3 ins.	\$2.50	\$12.50
Scotch Pine, 2-0, 3 to 8 ins.	3.00	25.00
Scotch Pine, 1-1, 3 to 6 ins.	4.00	35.00
Austrian Pine, 1-0, 3 to 6 ins.	5.00	45.00
Mugho Pine, 2-0, 3 to 6 ins.	5.00	45.00
Mugho Pine, 2-1, 3 to 6 ins.	5.00	45.00
Mugho Pine, 2-2, 4 to 8 ins.	10.00	90.00
Himalayan White Pine, 2-1,		
3 to 8 ins.	6.00	50.00
Table Mountain Pine, 1-2,		
6 to 12 ins.	6.00	50.00
Colorado Blue Spruce, 2-1,		
3 to 5 ins.	6.00	50.00
Colorado Blue Spruce, 2-2,		
2 to 4 ins.	8.00	75.00
Norway Spruce, 2-1, 3 to 6 ins.	4.00	35.00
Norway Spruce, 2-2, 4 to 8 ins.	6.00	50.00
Black Hills White Spruce, 3-0,		
2 to 4 ins.	3.50	25.00
Black Hills White Spruce, 3-1,		
2 to 5 ins.	5.00	45.00
White Spruce, 2-0, 2 to 6 ins.	3.00	25.00
Engelmann Spruce, 2-1,		
3 to 6 ins.	5.00	40.00
Balsam Fir, 2-1, 3 to 4 ins.	4.00	30.00
American Arborvitae, 2-0,		
1 to 2 ins.	2.50	18.00
Oriental Arborvitae, 2-0,		
2 to 4 ins.	2.00	10.00
Oriental Arborvitae, 3-0,		
3 to 6 ins.	3.00	18.00
Woodward Globe Arborvitae,		
r.c.	10.00	
2 per cent discount for cash with order.		

JOHN G. ZELENKA

R. 2, Box 293 Grand Haven, Mich.

LINING-OUT STOCK.

	Per 100	Per 1000
Routed Cuttings		
Ilex crenata convexa,		
4 to 6 ins.	\$ 8.50	\$70.00
4 to 8 ins.	10.00	90.00
Taxus media hickoi,		
6 to 8 ins.	9.00	80.00
Taxus media hickoi,		
6 to 8 ins.	9.00	80.00
Taxus media hickoi,		
6 to 8 ins.	9.00	80.00
Juniperus pfitzeriana	22.00	200.00
Taxus cuspidata	17.00	150.00
Taxus media hickoi	17.00	150.00
Taxus media hickoi	17.00	150.00
Taxus media hickoi	17.00	150.00
Well Established in 2 1/4-in. Rose Pots.		

Per 100 Per 1000

Abelia grandiflora,

6 to 8 ins.

Cotoneaster foveolata,

8 to 10 ins.

Deutzia gracilis,

5 to 10 ins.

Euonymus alatus,

6 to 8 ins.

2-yr. Beda.

Taxus cuspidata

Taxus media, upright

Taxus cuspidata

3-yr. Beda.

Packing free and 2 per cent discount for

cash with order. 25 per cent deposit on all

orders.

LEHIGH VALLEY NURSERIES, Inc.

Nazareth Pike, Bethlehem, Pa.

EVERGREEN ROOTED CUTTINGS.

	Each	100	1000
Rooted.			
Arborvitae, Globe	\$0.10	\$10.00	\$100.00
Arborvitae, Pyramidal	10	09	08
Juniper, Irish	12	11	10
Juniper, Pfitzer	12	11	10
Taxus capitata, 6 to 10 ins.	20	18	16
Taxus cuspidata, 6 to 10 ins.	10	09	08
Taxus hickoi, 6 to 10 ins.	10	09	08
Taxus intermedia, 6 to 10 ins.	10	09	08
In Plant Bands.			
Arborvitae, Globe	20	18	16
Arborvitae, Pyramidal	20	18	16
Juniper, Pfitzer	20	18	16
Taxus capitata, 6 to 10 ins.	30	28	24
Taxus cuspidata, 6 to 10 ins.	18	16	13
Taxus hickoi, 6 to 10 ins.	18	16	13
Taxus intermedia, 6 to 10 ins.	18	16	13
1-year, Bed.			
Arborvitae, Globe	20	18	16
Arborvitae, Pyramidal	20	18	16
Taxus cuspidata, 6 to 10 ins.	18	16	13
Taxus hickoi, 6 to 10 ins.	18	16	13
The Taxus capitata (LEADERS) is used			
only.			
300 at 1000 rate; no charge for packing.			

DRAKE'S NURSERIES

G-4342 Branch Rd., Flint, Mich.

JUNIPER GRAFTS.

Grafted on virginiana understock.

Juniperus canari, burki, keteleeri and

All grafts well callused and ready for field

planting. \$40.00 per 100.

All orders sent with cash earn free pack-

ing; or 1/4 cash, balance before shipping.

FLORENCE NURSERY, Florence, Ky.

EVERGREEN SEEDLINGS.

	Per 100	Per 1000
Scotch Pine, 1-0, 1 to 3 ins.	12.00	
Austrian Pine, 1-0, 1 to 3 ins.	12.00	
Scotch Pine, 2-0, 4 to 8 ins.	25.00	
Douglas Fir, 2-0, 2 to 6 ins.	4.00	35.00
Colorado and Engelmann Blue		
Spruce, 2-0, bed run.	3.00	20.00
Austrian Pine, 1-3, 5 to 8 ins.	10.00	

ARTHUR CASH NURSERY, Angola, N. Y.

LINING-OUT LIST.

	Each
Azalea Gumpo, 2 to 4 ins.	\$0.17
Azalea macrantha, 4 to 6 ins.	.25
Daphne mezereum, 4 to 6 ins.	.10
Daphne mezereum, 6 to 8 ins.	.12
Daphne mezereum, 8 to 10 ins.	.17
Daphne mezereum, 10 to 12 ins.	.22
Daphne mezereum, 12 to 14 ins.	.27
Daphne odora, branched, 8 to 10 ins.	.45
Heather,	
Springwood White, 2 to 4 ins. X.	.18
Veitchii, 2 to 4 ins. X.	.16
Lithospermum (Heavenly Blue),	
3-in. pot	.35
Worley Rose, 3-in. pot.	.35
Raphiolepis ovata, 1-yr.	.10
Thuja lobbii, 6 to 8 ins.	.10
Juniperus burkwoodi, 10 to 12 ins. X.	.25
Clematis montana rubens, 2-in. pot.	.35
Viburnum burkwoodi, 4 to 6 ins.	.12
Viburnum burkwoodi, 6 to 8 ins.	.17
Viburnum burkwoodi, 8 to 10 ins.	.21
Daphne cneorum	.12
Juniperus tamariscifolia, 2 to 4 ins.	.10
Juniperus tamariscifolia, 4 to 6 ins.	.15
Juniperus tamariscifolia, 6 to 8 ins.	.18
Juniperus sargentii, 4 to 6 ins.	.14
Juniperus sargentii, 6 to 8 ins.	.17
Lithospermum (Heavenly Blue)	.12
Cash with order, please.	

FOUR STAR NURSERY

Rt. 3, Box 3529 Edmonds, Wash.

EVERGREEN LINERS AND CUTTINGS.

POT-GROWN EVERGREEN LINERS.

Each—Per 100 Per 1000

Arborvitae, Pyramid.

1-yr., 6 to 7 ins.

Arborvitae, Globe Woodward,

1-yr., 3 to 4 ins.

Viburnum burkwoodi,

1-yr., 3 to 4 ins.

HEAVY-ROOTED CUTTINGS.

From flats, rooted outside in lath house.

Each—Per 100 Per 1000

Arborvitae, American,

Dark Green

Arborvitae, Pyramid

Arborvitae, Globe Woodward

Taxus media, No. 8, spreading

Taxus media hickoi

Taxus cuspidata

Taxus intermedia

Euonymus patens

2 per cent discount and free packing for

cash with order.

250 plants at 1000 rate.

MIAMI NURSERY CO.

Tipp City, Ohio

WHITE PINE (Pinus strobus) liners.

Two-year, root-pruned seedlings, grown at

low bed density resulting in exceptionally

stocky, well rooted plants. Plants have good

blue-green color.

2 to 4 ins., \$20.00 per 1000.

4 to 6 ins., \$26.00 per 1000.

RED CEDAR (Juniperus virginiana).

These seedlings, root-pruned and stocky,

are grown from Wilcox, Maine, seeds which

we have found produce plants less subject

to cedar blight. We have never seen a nicer

bed of cedar seedlings.

4 to 5 ins., \$23.00 per 1000.

6 to 8 ins., \$28.00 per 1000.

500 or more plants take 1000 rate.

No packing charges.

FORREST KEELING NURSERY

Elsberry, Mo.

Magnolia grandiflora seedlings. Field bed

grown, 1-yr., average about 5 ins., \$65.00 per

1000, 300 at 1000 rate. 2-yr. seedlings, 12 to

18 ins., 250; 18 to 24 ins., 400; 3 to 3 ft., 500

each; row-run, 12 ins. and up, 30c each in lots

of 50 or more. No orders for mailed plants

in 2-yr. dug before spring, 1952.

Orders for 1-yr. and 2-yr. row-run seedlings

to be dug now and until about April 10, 1952,

to suit customer's preference. Packed free for

cash with order. Approximately 500 well

calipered and mostly branched Magnolias in

4-railon cans, \$2.00 each. Only for trucks to

pick up at nursery, will not pack for ship-

ment.

HARWELL NURSERY

Highway 64—71 East Van Buren, Ark.

JUNIPER GRAFTS.

Canari, Glauca, Burki, Keteleeri, Chinese

Blue Columnar, Hetal and Pfitzeriana on

Virginia understock. Price \$40.00 per 100,

regardless of number ordered. Terms: All

cash with order earns free packing, or one-

fourth cash and balance before shipping date

plus packing charges at cost.

We invite

EVERGREENS—Continued

EVERGREENS.	
For lining-out and light mail order.	Each per 1000
5000 Biota orientalis.	
T. 9 to 12 ins.	.....\$0.10
3000 Boxwood, dwarf, dark green.	
T. 6 to 9 ins.	......25
T. 9 to 12 ins.	......35
1500 Thuja woodwardi (Globe), 2-yr.	
Open, field-grown.	
12-in. specimens, b.r.	......75
9 to 12-in. specimens, b.r.	......50
6 to 9 ins., heavy liners, b.r.	......35
W. N. SCARFF'S SONS	
New Carlisle, Ohio	

EVERGREENS.	
Heavy, Pot-grown Liners for Spring Ship-	Per 100
ment.	Per 1000
Taxus cuspidata, 2 1/4-in. pot.	.....\$22.50
Juniperus hibernica, 2 1/4-in. pot.	.....17.50
Juniperus horizontalis douglasii,	
2 1/4-in. pot.	.....20.00
Euonymus erectus, 2 1/4-in. pot.	.....12.50
Euonymus radicans (true), 2 1/4-in. pot.	.....17.50
No charge for packing when cash accom-	
panies order.	
THE HOLLANDIA GARDENS, Inc.	
South Vienna, Ohio	

EVERGREENS.	
1000 Berckmans Arborvitae	Per 100 Per 1000
1000 Bonita Arborvitae	.....\$18.00 \$150.00
Upright	.....15.00 120.00
1000 Pfitzer Juniper	.....18.00 150.00
The above are in 2 1/4-in. pots.	
Chinese Elm Transplants,	Per 10 Per 100
3 to 4 ft.	.....\$0.25 \$0.20
4 to 5 ft.	......35 .30
1 1/2 to 1 3/4-in. caliper	.....1.45 1.25
1 1/2 to 2-in. caliper	.....1.80 1.50
NELSON NURSERY	
P. O. Box 1162, Enid, Okla.	

CHRISTMAS TREE SEEDLINGS.	
	Per 1000 Per 10,000 Per 50,000
Prices per 1000	
Scotch Pine, 1-0.	
2 to 4 ins.	.....\$10.00 \$9.00 \$8.00
Austrian Pine, 1-0.	
2 to 4 ins.	.....10.00 9.00 8.00
These seedlings have an exceptionally fine	
root system.	

VAN'S PINES	
R. R. 1	West Olive, Mich.
500 Taxus cuspidata, 1-yr., bed.	Each \$0.20
1000 Taxus hicksii, 1-yr., bed.	......20
250 Taxus hicksii, 2-yr., bed.	......30
1000 Pyramidal Arborvitae, 1-yr., bed.	......20
2500 Hetz Juniper, 2 1/4-in. pots.	......20
Also 3-yr., xx, dark green, Pyramidal and	
Globe Arborvitae, 35c ea.	
Cash with order.	
LAETZ HOBBY FARM NURSERY	
3514 Patterson Ave., Bay City, Mich.	

EVERGREEN PLANT MATERIAL.	
ADVANCED LINERS in Azalea, Cornus,	
Cotoneaster, Ilex, Juniperus, Kalmia, Leu-	
cotohoe, Pieris, Rhododendron, Taxus, Thuja,	
Tauca, Viburnum.	
Finished Trees in Colorado Blue Spruce.	
All Certified for Western Shipment.	
Write for Wholesale Price List.	
H. W. WEBER EVERGREEN NURSERY	
16 Summer St.	Weston 93, Mass.

NORWAY SPRUCE.	
Twice transplanted.	
Heavy stock.	
15 to 18 inches.	
30c each.	
In lots of 25 or more.	
Cash with order, please.	
VILLA PARK EVERGREEN CO.	
Villa Park, Ill.	

EUONYMUS.	
Euonymus alatus compactus.	
1-yr., transplanted cuttings, 4 to 7 ins.	
\$25.00 per 100.	
2-yr., transplanted cuttings, 10 to 12 ins.,	
branched, \$35.00 per 100.	
This is all strong, heavy-rooted stock.	
C. HOOGENDOORN	
Turner Road	Newport, R. I.

SOUTHERN NURSERY CO.	
3906 Shields Blvd., Oklahoma City, Okla.	

ORIENTAL MAGNOLIAS.	
Magnolia soulangeana nigra.	Each
2 to 3 ft., bare root.	.....\$1.25
3 to 4 ft., bare root.	.....2.00
4 to 5 ft., bare root.	.....2.75
WELCH BROS. NURSERY, Inc., Wilmer, Ala.	

EVERGREENS—Shrubs, trees, seedlings,	
transplants and finished stock.	
THE PEQUOT NURSERIES,	
Brainerd, Minn.	

DOUGLAS FIRS.	
8 to 15-inch Douglas Firs.	
\$7.50 per 100, \$60.00 per 1000.	
COASTAL GARDENS	
Sheridan, Ore.	

BOXWOOD.

True dwarf, bushy, for edging.
4 to 6 ins., 20c each per 50 or more.
4 to 6 ins., 18c each per 500 or more.
Packing free, cash with order, F.O.B.
RICHARD P. RESSEL, Mulino, Ore.

UNROOTED CUTTINGS OF PFITZER
JUNIPER, 6 to 10 ins. long, not trimmed.
Moss-packed; express only. \$10.00 per 1000.
Cash with order.

KRONE'S FLOWER SHOP
4221 Grand Ave. Fort Smith, Ark.

NANDINA.
Nandina domestica. Strong seedlings,
\$30.00 per 1000. Free packing. Prepaid in
the United States.

SKYLINE GARDENS
Box 3316 Birmingham 5, Ala.

JAPANESE BLACK PINE.
We are headquarters for heavy liners of a
beautiful compact strain of Pinus thunbergi.
JOSEPH A. HREN NURSERIES
East Hampton, L. I., N. Y.

ILEX BULLATA CONVEXA.
2 to 4 ins., well rooted cuttings, \$4.50 per
100; \$40.00 per 1000. Postpaid. Ready now.
GREEN NURSERIES
Fairhope 4, Ala.

FRUIT AND NUT TREES

TOP-QUALITY TREES AT OUR LOW
PRICES MEAN BIG SAVINGS.

We have several hundred Apple in surplus
one-year whips. Red Delicious, Stayman
Winesap, Grimes Golden, Winesap and Yellow
Delicious; 12 to 18 ins., 7c ea.; 18 to 24
ins., 10c ea.
A few thousand June Bud Peach, ideal for
liners or retail trade. Early Elberta, Shipper's
Red, Halehaven, J. H. Hale and South-
haven; 12 to 18 ins., 8c ea.; 18 to 24 ins.,
12c ea.

Cherries, limited quantities, but a good
bargain at these new low prices. 2000 Mont-
morency, 400 Black Tartarian and 350 Early
Richmond; 6 to 12 ins., 10c ea.; 12 to 18
ins., 15c ea.; 18 to 24 ins., 20c ea.
Pears, a few hundred Kieffer; 12 to 18
ins., 12c ea.; 18 to 24 ins., 17c ea.
Order in multiples of 10 or 25. 2 per cent
discount on cash with order. No charge for
packing.

GLOBE NURSERIES
Box 249, McMinnville, Tenn.

LOOK!
20,000
Surplus June Bud Peach
and Plum—10 varieties.
Samples on Request.
Must move this spring at these hard-to-
get prices.
18 to 24 ins.\$0.08 each
24 to 30 ins.12 1/2 each
30 to 36 ins.17 1/2 each
Plum, 5c higher per tree. We are open for
growing contracts, dormant buds and June
buds—anything that grows on peach stock.
If interested, write us for prices and terms.
PACK TRUE-TO-NAME NURSERY CO.
McMinnville, Tenn.

PECANS.
Stuart, Mahan, Success, Moneymaker,
Moore, Burkett, Schley, Western Schley and
other popular and profitable catalog items.
Thomas Black and Willson Wonder English
Walnuts; Eureka and Tanenashi Perla-
mons. Write for trade list on your business
letterhead, please.
ARP NURSERY CO.
Box 867-C, Tyler, Tex.

STUART PECANS—Strong grower and
heavy producer of large nuts. Heavy plants
with short taproots and a heavy feeder sys-
tem. Will grow off rapidly. Booking now for
immediate delivery. 2 to 3 ft., 85c ea.; 3 to 4
ft., 90c ea.; 4 to 5 ft., \$1.10 ea.; 5 to 6 ft.,
\$1.25 ea.; 6 to 7 ft., \$1.45 ea. Also seedling
pecans, ideal for shade, at lower prices.

FLORIDA NURSERY & LANDSCAPE CO.
N. 14th St. Leesburg, Fla.
Early and heavy-bearing Papershell Pecan
trees; blightproof Pineapple Pears and the
new Orient Pear; Apple, Peach and Plum
trees; Grapevines. New catalog free.

BASS PECAN CO.
Lumberton, Miss.
Largest Growers of Pecan Trees in the World

Standard Apple, 2-yr. buds, 11 to 16-in.
cal., 4 to 5 ft., 45c each.
Jonathan (dark red), Rome Beauty
(double, red), Stayman Winesap (dark red),
Delicious (red), McIntosh Red, Yellow Trans-
parent.

FRENCH NURSERY CO., Clyde, Ohio

CELESTE FIGS.
18 to 24 ins., 20c ea.; 3 to 3 ft., 30c ea.
MCKEE'S NURSERY
P. O. Box 749, Covington, La.

It's Convention Time
And Buying Time
And Time to Advertise.

GROUND COVERS

PACHYSANDRA TERMINALIS.
Strong, 1-yr., field-grown, \$65.00 per 1000.
HILLCREST GREENHOUSES, Franklin, Pa.

HARDWOOD CUTTINGS

HARDWOOD CUTTINGS.
From Hardy Northern-grown Shrubs and
Trees. Delivery now. From our own plant-
ings and blocks checked yearly for accuracy.
Cut 7 inches.

	Per 1000
Aronia melanocarpa	.....\$ 4.00
Cornus paniculata	.....4.00
sibirica	.....4.00
lutea (yellow bark)	.....6.00
anonymum	.....4.00
Forsythia intermedia	.....3.00
primulina	.....4.00
spectabilis	.....3.00
Elder, Golden	.....6.00
Cutleaf	.....4.00
Red-berried	.....5.00
canadensis	.....3.00
Hydrangea P.G.	.....5.00
Hydrangea A.G.	.....5.00
Privet, Ito	.....3.00
Honeysuckle, morrowi	.....3.00
bella alba	.....3.00
bella rosea	.....3.00
tat. rosea	.....4.00
korolkowi	.....4.00
zabell	.....5.00
Black	.....4.00
Diervilla trifida	.....4.00
Philadelphus grandiflorus	.....3.00
Mt. Blanc	.....3.00
Bouquet Blanc	.....3.00
coronarius	.....3.00
lemnol	.....5.00
Physocarpus opul. aureus	.....3.00
Sorbaria sorbifolia	.....3.00
Spiraea billardi	.....3.00
freobeli	.....3.00
thunbergi	.....3.00
trichocarpa	.....3.00
vanhouttei	.....3.00
Snowberry, white	.....3.00
Lilac, rothomagensis	.....5.00
Viburnum dentatum	.....4.00
Ponza, Lombardy	.....3.00
Willow, Niobe	.....3.00
Wisconsin	.....3.00
Golden	.....3.00
Pussy	.....3.00
Thuja pyramidalis	.....25.00
Globose	.....25.00
wareana	.....25.00
Juniperus pfitzeriana	.....25.00
Packed free. Cash with order, please. De-	
livery in good order guaranteed.	
THE SCOTCH GROVE NURSERY	
Scotch Grove, Iowa	

HARDY PLANTS

DAHLIA PRICE LIST.
LARGE-FLOWERING TYPE.

	Each
Avalon (Yellow)	.....\$0.12
Blue Jersey (Lavender)	......18
Bronze Ball (Bronze)	......12
Gallant Fox (Red)	......10
Golden Eclipse (Yellow)	......15
Imp. Gold Medal (Red and Gold)	......18
Imp. Francis La Rocco (Yellow)	......15
Jean Kerr (White)	......09
Jersey Beauty (Pink)	......12
Kentucky (Orange)	......18
Le Toreador (Scarlet)	......12
Michigan White (White)	......18
Mrs. Albin (Golden-Yellow)	......15
Mrs. Geo. Le Boutillier	......12
(Velvety Carmine)	......18
Mrs. I. de Ver Warriner (Lavender)	......12
Mrs. Kunzman (Orange and Brown)	......15
New York Market (White and Lavender)	......15
Supt. Ambryn	......14
(White and Magenta-rose)	......12
Watchung Giant (Deep Yellow)	......12
Thomas Edison (Deep Purple)	......25
White King (White)	......14
MINIATURE FLOWERING.	
Dutch White (White)	......12
Ike (Red)	......12
Lemon Drop (Yellow)	......15
Little Roseata (Pink)	......12
White Fawn (White)	......10
POM POM FLOWERING.	
Bronze Beauty (Bronze and Gold)	......10
Cardinal (Red)	......16
Catherine (Yellow)	......10
Golden Queen (Yellow)	......10
Little Herman (White and Red)	......10
Mary Munns (Lavender)	......10
Morning Mist (Lavender and White)	......10
Yellow Gem (Yellow)	......12
Youlette (Yellowish-bronze)	......12
Minimum order, \$5.00.	
Not less than 10 of a variety.	
LOUIS DANK	
1170 Broadway, New York, N. Y.	

PINK SACHET.
Introducing a new Old-fashioned Pink.
Large, 2-in., single, pink flowers with ma-
roon center. Fragrant, hardy with good
foliage. Excellent for cutting. 2-in. stem.
Per doz. Per 100

Strong rooted cuttings.....\$2.50 \$20.00
PLANE VIEW NURSERY
Newport, R. I.

BLEEDING HEARTS. Per 100
Dicentra spectabilis, 3 to 5-eye.....\$25.00
Dicentra spectabilis, 5 to 8-eye and up. 40.00
Dicentra eximia, 3 to 5-eye.....15.00
Dicentra eximia, 5 to 8-eye and up.....20.00
J. HENDRIKS, Grower, Portage, Mich.

HARDY PERENNIALS.
ASTERS.

	Per 100	Per 1000
Beechwood Challenger, red, 1-yr.	\$18.00	\$150.00
Harrington's Pink, 1-yr.	18.00	160.00
Mt. Everest, white, 1-yr.	15.00	140.00
Plenty, new powder-blue, 1-yr.	20.00	190.00
Violetta, excellent violet-blue, 1-yr.	18.00	160.00
Rooted divisions of above		
Asters	8.00	75.00
LYTHRUM, Morden's Pink, 1-yr., field-grown	14.00	130.00
1-yr., No. 2, field-grown	8.00	75.00
CHRYSANTHEMUM, Canary Wonder. The new, most popular, soft, canary-yellow pompon.		
Strong rooted cuttings, 10.00		
SANTOLIA CHAMAENOPARISUS. (Lavender Cotton)		
Evergreen silvery-gray foliage, attractive all year around. Becoming more popular every year.		
1-yr., field-grown	25.00	
Strong rooted cuttings, 8.00		

PLANE VIEW NURSERY
Newport, R. I.

SEEDS OF HARDY PERENNIALS.

700 varieties and species.
Offered in our special wholesale price list of perennial seeds, plants. Sent on request.
REX D. PEARCE, Dept. N, Moorestown, N. J.

America's Best Source
for Hardy Plants is
THE WAYSIDE GARDENS
Mentor, Ohio
Write for Trade List.

Pansies, perennials and rock plants in wide variety. Send for catalog.
PITZONKA'S PANSY FARM
Bristol, Pa.

ROSEBUSHES

JAPONICA MULTIFLORA ROSES.

One-year, field-grown, heavy, branched stock. Large and beautiful, the new and most beautiful landscaping rose known. Also for hedges and estates. In both white and pink colors. Very limited supply.

500 to 5000, 12c each, packed and ready for shipment F.O.B. here. 5000 lots and upward, 10c each, packed and ready for shipment F.O.B. here.

Do not delay ordering this scarce and wanted rose, as we have only a limited supply and no more. Check with order, please. All shipments guaranteed.

We are wholesalers exclusively.

RAY'S ROSE NURSERY

Dept. H Tyler, Texas
If you want rosebushes that sell, make friends and resales, buy ROYAL ROSES—packaged rosebushes with a future! Patented and popular varieties. One-bush or five-bush collections in eye-appeal packages. Write for prices and variety list. One of the largest and oldest rose growers in Texas. ARP NURSERY COMPANY, P. O. Box 867-Q, Tyler, Tex.

ROSEBUSHES.

2-yr. plants; grown right, graded right, packed right. Very complete assortment of varieties. Write for prices and book your requirements now.

ROSEMONT NURSERIES

D. L. Thompson, Mgr. Tyler, Tex.

ROSES.

Better Roses for less money.
No. 1 grade, 30c each and up.
Write for Price List.

M. OLIVER FLOWER FARMS

Box 86 Tyler, Tex.

FOR BETTER THAN EVER

ROSEBUSHES.

Get Martin's Deal.

Lists now ready.

MARTIN'S ROSE NURSERY

P. O. Box 155 Arp, Tex.

ROSES.

TOP-QUALITY ROSES.

25c and up.

List upon request.

WRIGHTWOOD FLORAL CO., Inc.

1420 Wrightwood Ave., Houston 9, Tex.

ROSES—Good assortment of 2-yr. bushes budded on fibrous-rooted, creeper multiflora. No. 1 grade, 40c ea.; No. 1½ grade, 32c ea.; No. 2 grade, 24c ea. on orders of 250 up. P. O. TATE NURSERY, Rt. 3, Tyler, Tex.

ROSA MULTIFLORA JAPONICA.

Two-year, heavily branched, root-pruned stock, \$50.00 per 1000. Crated F.O.B. here.
ROCK HILL LANDSCAPE CO.,
Rock Hill, S. C.

ROSE SCOTCH (Burnet)—Best hedge rose for home ground use. Bushy, non-rampant, attractive in foliage and flower. Rosa spinosissima, seeds ¼ lb., \$1.80; 1 lb., \$6.00.
REX D. PEARCE, Moorestown, N. J.

A CUSTOMER WROTE THIS AD.

"Shipments of roses received from you are the best we have ever seen on the market."
ROSE LAWN NURSERIES
Member A.A.N. Winnaboro, Texas

ROSEBUSHES.

187 leading varieties, Standard and Patented, 2-year-old field-grown, state inspected and certified. Permits to all 48 states and foreign countries. America's best wrapped and waxed roses, also bare root. Rock-bottom prices. Exclusively wholesale. Write us for illustrated packs in natural colors, and wholesale prices.

RAY'S ROSE NURSERY

Dept. H Tyler, Texas

See our display advertisement on page 48.

OZARKS PLANT FARMS, Inc.

Springfield, Mo.

Turn Stock into Dollars
by Listing It in the Classified Ads
of the American Nurseryman.

SEEDS

SEEDS FOR STRATIFICATION
AND WINTER PLANTING.
FRUIT SEEDS.

	Per ¼ lb.	Per lb.
Apple, Common, for stock	\$0.50	\$ 1.35
Apricot, Ansu	.40	1.00
Apricot, Common	.40	.40
Cherry, Mahaleb	.40	1.00
Cherry, Mazzard	.40	.85
Peach, Lovell	.35	.35
Pear, Common, for stock	1.20	3.00
Plum, American	.60	1.60
Plum, Myrobalan	.40	.85

CONIFER SEEDS.

	Per ¼ lb.	Per lb.
Arborvitae, American	1.75	5.00
Arborvitae, Oriental	.45	1.35
Arborvitae, Oriental compacta	.80	2.25
Cypress, arizonica	1.10	3.00
Fir, Balsam	1.45	4.25
Juniper, chinensis	1.25	3.75
Juniper, virginiana, clean	1.20	3.25
Juniper, virginiana, Platte River, clean	1.65	4.50

	Per ¼ lb.	Per lb.
Pine, Austrian	.70	2.00
Pine, Jack	1.60	4.50
Pine, Japanese (densiflora)	.80	2.35
Pine, Mugho, select dwarf	1.40	4.00
Pine, Red (resinosa)	5.85	16.00
Pine, Scotch, fast-growing, green	1.50	4.25
Pine, Scotch, Riga strain, moderate grower, bluish	3.60	10.00

	Per ¼ lb.	Per lb.
Pine, Slash (caribaea)	1.60	4.50
Pine, White (strobos)	.90	2.50
Spruce, Norway, fast grower	1.15	3.25
Spruce, Norway, wind-resistant, lowland strain, for northern planting	1.50	4.25

	Per ¼ lb.	Per lb.
Spruce, White	1.40	4.00
Taxus cuspidata, upright, imported Japan	1.00	2.75
Taxus cuspidata, upright, New England	3.60	10.00
Taxus hispida, New England, clean	3.60	10.00

ORNAMENTALS.

	Per ¼ lb.	Per lb.
Berberis thunbergii, New England (to uncontrolled states only)	1.60	4.50
Betula alba (pendula), clean	.70	2.25
Betula papyrifera, clean	2.25	6.00
Camellia japonica, hand-selected kernels	.70	2.00
Camellia sasanqua	.70	2.00
Cercia canadensis	.90	2.50
Cercia chinensis	1.55	4.50
Cornus florida, clean	.70	2.00
Cornus florida, New England, D. B.	.80	2.25

	Per ¼ lb.	Per lb.
Cornus paniculata, clean	1.00	2.75
Elaeagnus angustifolia, clean	.40	1.00
Flex opaca, northern, clean	1.75	5.00
Flex opaca, southern, clean	1.50	4.25
Liriodendron tulipifera	.85	.85
Magnolia grandiflora, clean	1.00	2.75
Magnolia soulangeana	1.10	3.00
Mahonia aquifolium, clean (to uncontrolled states only)	2.20	6.00

	Per ¼ lb.	Per lb.
Morus alba tatarica, clean	1.60	4.50
Nyssa sylvatica, clean	.90	2.50
Prunus, Japanese Flowering	1.10	3.00

	Per ¼ lb.	Per lb.
lannesiana	1.10	3.00
mume	.55	1.50
sargentii	1.20	3.50
serrulata	1.00	2.75
subhirtella	.80	2.25
subhirtella pendula	1.10	3.00
tomentosa, domestic	1.25	3.50
yedoensis	.70	2.00

	Per ¼ lb.	Per lb.
Rhus trilobata, clean	1.25	3.50
Rosa multiflora, thornless	1.00	2.75
Rosa multiflora, thorny	.90	2.50
Rosa rugosa	.70	2.00

TERMS: As per our catalog.

F. W. SCHUMACHER, Horticulturist
P. O. Box 131, Jamaica Plain 30, Mass.

This is our latest revised price list on our fresh, high germinating and tested coniferous tree seeds. Terms: Cash with order to new customers. Established trade: 30 days.

	Per lb.
White Pine	\$1.25
Norway Pine	6.10
Jack Pine	1.90
Balsam Fir	1.35
Arborvitae	2.10
*White Spruce	7.50
*Scotch Pine	5.25
*Norway Spruce	4.25

Asterisk (*) indicates that this species is limited.

FRANK'S SEED CO.
Sturgeon Bay, Wis.

Chaenomeles seeds from 25 colors of Jap. Quince. No two plants the same color, \$2.00 per oz.

Pyracantha, hybrid seeds, tr. pkg. \$1.00
Caneberry, hybrid seeds, tr. pkg. 1.25
Strawberry, hybrid seeds, large pkg. 1.00
List of other seeds.

SILVA'S HYBRIDIZER

408 Water Trough Rd., Sebastopol, Calif.

ASPARAGUS SEEDS.

Per ¼ lb. Per lb.
Mary Washington \$0.50 \$1.20
Plus postage.

True, high-germinating seeds. Ask for quantity prices.

HERBST BROTHERS

92 Warren St., New York 7, N. Y.

Italy's most reliable source of supply of high-quality TREE and SHRUB SEEDS for Nurserymen and Foresters. A quarter century of experience. List free.

ARTURO ANSALONI

P. O. Box 210 Bologna, Italy

SHRUBS and TREES

NURSERY STOCK.

CHERRIES, Montmorency, 9/16-in. 4 to 5 ft., 60c; 11/16-in. 5 to 6 ft., 70c ea.
APPLES, 1-yr., 2 to 3 ft., 15c; 3 to 4 ft., 20c; 4 to 5 ft., 25c; 2-yr., branched, 5/16-in., 20c; 7/16-in., 30c; 9/16-in., 40c; 11/16-in., 50c ea.

Ada Red Grimes Golden
Anoka Horse
Black Ben Davis Lodi
Blood Red Delicious Mammoth Black
Blood Red Jonathan Twigg
Blood Red Home Beauty Summer Champion
Blood Red Stayman Turley
DeLuxe Yellow Delicious
Early Harvest Yellow Transparent

PEACHES, Dormant buds, 3 to 4 ft., 30c; 4 to 5 ft., 40c; 5 to 7 ft., 50c.

Belle of Georgia Indian Cling
Early Elberta J. H. Hale
Halehaven Krummel October
Heath Free Red Bird
Improved Elberta Southhaven

PEARS, 3-yr. grafts, well branched, good caliper, 5 to 6 ft., 50c; 6 to 8 ft., 60c; 8 to 10 ft., 70c ea.

Kelffer.
CHESTNUTS, CHINESE, Blight-resistant, 2-yr., 3 to 4 ft., 75c; 4 to 5 ft., \$1.00 ea.

WALNUT, BLACK, Seedlings, 2 to 3 ft., 30c; 3 to 4 ft., 45c; 4 to 6 ft., 65c; 6 to 8 ft., 80c; 8 to 10 ft., 95c ea.

PECAN, STUART, Seedlings, 2 to 3 ft., 35c; 3 to 4 ft., 50c; 4 to 6 ft., 65c ea.

GRAPES, 2-yr., No. 1, Concord, \$8.50 per 100; \$75.00 per 1000. Fredonia, \$12.00 per 100; \$100.00 per 1000.

ARBORVITAE, Chinese Pyramidal B.&B., 2 to 3 ft., \$1.25; 3 to 4 ft., \$1.50; 4 to 5 ft., \$1.75; 5 to 6 ft., \$2.00 ea.

JUNPER, Irish (hibernica), Heavy-shedded, B.&B., 2 to 4 ft., \$2.50; 4 to 5 ft., \$3.00 ea.

POPLAR, Carolina, 4 to 6 ft., 20c; 6 to 8 ft., 40c; 8 to 10 ft., 50c ea.

POPLAR, Lombardy, 3 to 4 ft., 10c; 4 to 5 ft., 20c; 5 to 6 ft., 30c; 6 to 8 ft., 40c; 8 to 10 ft., 50c; 10 to 12 ft., 60c; 12 to 15 ft., 70c ea.

POPLAR, Simon, 4 to 6 ft., 30c ea.
Will exchange for lining-out stock.

Send us your list.
BENTON COUNTY NURSERY CO., INC.
Rogers, Ark.

WHOLESALE LIST.

Immediate and Spring, 1952.
Field-grown Evergreen Liners
All liners are well rooted and are first class

Per 100 Per 1000
Spiny Greek Juniper, liners \$0.12 \$0.10
1-yr., 6 to 12 ins.

Spiny Greek Juniper, liners .17% .15
2-yr., 6 to 12 ins.

Irish Juniper, liners .17% .15
1-yr., 6 to 15 ins.

Irish Juniper, liners .17% .15
2-yr., 8 to 24 ins.

Ashford Juniper, liners .12% .10
1-yr., 6 to 18 ins.

Euonymus japonicus, liners, 10 .07%
1-yr., 6 to 12 ins.

Nandina, seedlings, trans., 10 .07%
stocky plants .10 .07%
All stock offered in first class. It will be well graded and well packed in moss and tow to insure delivery in good condition.

50 or more plants at 100 rate; 300 or more plants at 1000 rate.
No packing charge when cash is sent with order.

All orders will be appreciated and given prompt attention.
NAUGHER NURSERY
Chase, Ala.

LILAC.

Lilac Firmament (new). Immense panicles of large formal flowers of a beautiful shade of sky-blue, truly a gem among blue varieties. This is one of Lemoine's best single light blue and is exceptionally fine in every way. Last spring we had plants producing 11-in. spikes.

Strong 1-yr. grafts, 6 to 12 ins., \$75.00 per 100.
C. HOOGENDOORN
Newport, R. I.

SHRUBS and TREES—Continued

CONVENIENTLY LOCATED
FOR YOU TO DRIVE IN
FOR IMMEDIATE LOADING.
Chinese Elm, 6 to 8 ft.
Chinese Elm, 10 to 12 ins.
Heavy caliper — Straight trunks, well
rooted.
Flowering Peach, red and white.
Forsythia.
Althaea, best varieties.
Weigela, red and pink.
Honeysuckle.
Mimosa, large and small.
Redbud, Chinese and American.
Amur River South Privet.
Holly—Burfordi, Cornuta, Hume, Dahoon,
Yaupon.
Boxwood, Sempervirens and Japanese.
Juniper, 10 kinds, many sizes.
Arborvitae, 7 kinds, many sizes.
Liquat.
Euonymus japonicus.
Magnolia.
Nandina, without a doubt the heaviest in
Dallas area.
Pyracantha, red and orange.
Jasmine, Carolina.
Wistaria, trees and vines.
Crape Myrtle, several colors.
Sweet Gum Trees, tall and straight.
Spiraea, double-flowering.
Nursery Supplies—nails, can cutters, can
punches, can pliers, soil shredders.
We offer a wider selection and inventory of
plants and supplies than any nursery in
Texas and neighboring states.
VERHALEN NURSERY CO.
Our new location:
12140 Harry Hines Blvd.
Phone: Nichols 77237

SHADE TREES.			
THORNLESS HONEYLOCUST			
	Each	Each	
	Per 10	Per 100	
300 1/4 to 1-in.	\$1.75	\$1.50	
200 1 to 1 1/4-in.	2.00	1.75	
300 1 1/4 to 1 1/2-in.	2.25	2.00	
250 1 1/2 to 2-in.	2.50	2.25	
250 2 to 2 1/2-in.	2.75	2.50	
GREEN ASH.			
30 1 to 1 1/4-in.	2.00	1.75	
50 1 1/4 to 1 1/2-in.	2.25	2.00	
150 1 1/2 to 2-in.	2.50	2.25	
30 2 to 2 1/2-in.	2.75	2.50	
BLACK WALNUT.			
400 1 to 1 1/4-in.	1.50	1.25	
CHINESE ELM.			
3000 9/16 to 1 1/16-in.	\$4.50	\$35.00	
2500 1 1/16 to 1 1/8-in.	6.50	55.00	
2000 1 1/8 to 1-in.	8.50	75.00	
2000 1 to 1 1/4-in.	11.00	100.00	
1000 1 1/4 to 2-in.	19.00	175.00	
6000 1 1/2 to 2-in.	5.00	45.00	
4000 4 to 5 ft.	7.50	75.00	

Nice, Straight Trees.
Standard height or better per caliper.
Packing at cost.
HASTINGS NURSERY & LDSC. CO.
Box 562, Hays, Kan.

SHADE TREES.			
LOMBARDY POPLAR (For tall, back- ground hedging or screen. All nice, field grown from cuttings.)			
	Per 1000		
6 to 12 ins., C.	\$15.00		
12 to 18 ins., C.	20.00		
18 to 24 ins., C.	25.00		
2 to 3 ft., C.	35.00		
3 to 4 ft., C.	45.00		
4 to 5 ft., C.	60.00		
CHINESE ELM (Nice, straight trees, for lining out and growing on.)			
	Per 1000		
6 to 12 ins., S.	\$10.00		
12 to 18 ins., S.	15.00		
18 to 24 ins., 2-yr., S.	25.00		
2 to 3 ft., 2-yr., S.	35.00		
3 to 4 ft., 3-yr., S.	50.00		
4 to 5 ft., 2-yr., S.	60.00		
10 per cent discount on orders for 5000 or more.			

BOYD NURSERY CO.
McMinnville, Tenn.

FLOWERING CRABS.
1000 Hops, 1-yr., mostly 4 to 6 ft.
1000 Eley, 1-yr., mostly 4 to 5 ft.
200 Atrosanguinea, 1-yr., 3 to 4 ft.
Also a limited number of Adstringens,
Aidenham, Arnold, Dolgo, Micromalus, Red
Silver, Sargent, Spectabilis, Scheidecker,
Zumi Calocarpa.
Newer kinds: Almey, Charlotte, Dorothea,
Gloriosa, Hillieri, Katherine, Lemoine,
Neuwilandiana, Prince Georges, Redfield,
Redford.
Most kinds at the 10 rate: 3 to 4 ft., 80c;
4 to 5 ft., \$1.00 each. Hops: 4 to 5 ft., 80c;
5 to 6 ft., \$1.00; 6 ft. up, \$1.25 each. Newer
kinds: 2 to 3 ft., \$1.00; 3 to 4 ft., \$1.35; 4
to 5 ft., \$1.65 each.
Order now for immediate or spring delivery.
SIMPSON ORCHARD CO.
Box 88 Vincennes, Ind.

VIBURNUM.
Viburnum carlesii.
Strong 1-yr., grafts, 10 to 13 ins.
\$65.00 per 100,
\$600.00 per 1000.
C. HOOGENDOORN
Turner Road Newport, R. I.

LINING-OUT STOCK.

Field-grown.	Per 100	Per 1000
Honeysuckle, heckerottii,		
12 to 18 ins.	\$12.00	....
Spiraea froebeli,		
8 to 10 ins.	10.00	....
Spiraea froebeli,		
6 to 8 ins.	8.00	\$75.00
Snowball, Common	10.00	90.00
Spiraea Anthony Waterer	9.00	85.00
Spiraea froebeli	7.00	65.00
Euonymus patens (true)	12.00	....
Euonymus carlesii	10.00	85.00
Hardwood Cuttings		
Amur River North Privet	.40	3.50
California Privet	.40	3.50
Cash, please. No packing charges.		
PRITCHARD NURSERIES		
Rt. 4, Ottawa, Kan.		

JAPANESE MAPLE SEEDLINGS.
Acer Pal. Atro. Select, 100 per cent red.
Bed-grown, sturdy, well hardened trans-
plants wintered in open frames.
Per 100 Per 1000
2-yr., 6 to 8 ins., XX, heavy \$35.00 \$300.00
2-yr., 8 to 10 ins., XX, heavy 40.00 350.00
2-yr., 10 to 12 ins., XX, heavy 45.00 400.00
2-yr., 5 to 8 ins., X,
lighter grade 22.00 180.00
Color 100 per cent red. Repeat orders are
our proof of Grade A Stock.
30 per cent cash with order.
ELWOOD HUBBS
204 Delaware Ave., Palmyra, New Jersey
Specializing in Maples from Seeds.

PIN OAK (Quercus palustris) whips.
These 3-year, field-grown transplants will
make finished stock in a hurry and are not
to be confused with seedlings. We think you
will agree that they are an exceptional value
at the following prices:
Each Per 100 Per 1000
12 to 18 ins. \$0.13 \$0.10
18 to 24 ins. .18 .15
24 to 36 ins. .25 .20
50 at the 100 rate; 500 or more take 1000
rate.
No packing charges.
FORREST KEELING NURSERY
Elaberry, Mo.

SHRUB LINERS.			
	Per 100	Per 1000	
Forsythia spectabilis,			
4 to 6 ins.	\$6.00	\$50.00	
Forsythia Spring Glory,			
4 to 6 ins.	10.00	90.00	
Deutzia gracilis,			
4 to 6 ins.	8.00	75.00	
Euonymus vegetus,			
4 to 6 ins.	8.00	75.00	
Euonymus vegetus,			
6 to 8 ins.	12.00	110.00	
PLANE VIEW NURSERY			
Newport, R. I.			

SHRUBS.			
	Each	Per 1000	
2000 Cydonia japonica (Pink),			
2-yr. field, 18 to 24 ins.	\$0.30		
1000 Kolkwitzia amabilis,			
2-yr. field, 18 to 24 ins.	.35		
2-yr. field, 24 to 30 ins.	.40		
1000 Salix Caprea (French Pussy Willow),			
2 to 3 ft.	.25		
3 to 4 ft.	.30		
W. N. SCARFF'S SONS			
New Carlisle, Ohio.			

EUROPEAN WHITE BIRCH.			
Betula Alba.			
	Per 100	Per 1000	
3 to 4 ft.	\$12.50	\$100.00	
2 to 3 ft.	7.50	65.00	
18 to 24 ins.	6.50	55.00	
12 to 18 ins.	5.00	45.00	
9 to 12 ins.	4.00	35.00	
6 to 9 ins.	3.00	25.00	
POWELL VALLEY NURSERY			
210 S.E. Vista Ave., Gresham, Ore.			

A few large 3 and 4-year-old Apple.
Jonathan, York, Winesap, Stayman, Red
and Yellow Delicious, Rome Beauty, Grimes
Golden, 1 to 1 1/4-in., \$65.00; 1 1/4-in. and up,
\$100.00 per 100.
500 American Ash, 1 1/4 to 1 1/2-in., \$150;
1 1/2 to 2-in., \$1.85; 2 to 2 1/2-in., \$3.00 each.
Pin Oak, Soft and Hard Maple from 1 to 3-in.
cal.
EGYPTIAN NURSERY & LANDSCAPE CO.
Phone: 64 Farina, Ill.

FORSYTHIA.
Forsythia Spring Glory (new).
Strong 1-yr. transplants, 15 to 24 ins., 2
branches and up.
\$16.00 per 100,
\$150.00 per 1000.
The new pale yellow Forsythia which is
rapidly gaining in popularity.
C. HOOGENDOORN
Turner Road Newport, R. I.

FLOWERING CRABS.
Each
Hops and Eley, 3 to 4 ft. \$0.85
Hops and Eley, 4 to 5 ft. 1.25
Bechtel's Crab, 2 to 3 ft. .85
Bechtel's Crab, 3 to 4 ft. 1.25
FRENCH NURSERY CO., Clyde, Ohio
See our Classified Ad in this issue under
EVERGREENS.
T. G. OWEN & SON, Inc.
Columbus, Mississippi

LINING-OUT STOCK.

Each	Per 1000
10,000 Kolkwitzia amabilis,	
tr., 12 to 15 ins.	\$0.15
tr., 9 to 12 ins.	.12 1/2
tr., 6 to 9 ins.	.10
5000 Kerria japonica pleniflora,	
2-yr., 2-in. pots	.08 1/2
W. N. SCARFF'S SONS	
New Carlisle, Ohio	
Really nice, collected Red Cedars.	
5 to 10 ins.	\$20.00 per 1000.
10 to 15 ins.	\$35.00 per 1000.
15 to 24 ins.	\$7.50 per 100.
24 to 36 ins.	\$12.50 per 100.
3 to 4 ft.	\$17.50 per 100.
Write for prices on large-size liners as follows: Sycamore, Redbud, Dogwood, Ameri- can Elm, etc.	
ROLLERS NURSERY, Rogers, Ark.	

BEAUTY BUSH.
Kolkwitzia amabilis (Beauty Bush).
Strong 2-yr. tr., 12 to 18 ins., branched.
\$20.00 per 100,
\$175.00 per 1000.
These are strong liners and could be used
for mail-order business.
C. HOOGENDOORN
Turner Road Newport, R. I.

LINING-OUT STOCK, 1952.			
	Per 100	Per 1000	
Cornus florida, 1-yr.			
grafting size	\$8.00	\$75.00	
Cornus florida, 1-yr. L.O. S.	7.00	60.00	
Additional liners including novelties. List on request.			
GULF STREAM NURSERY, Inc.			
Wachapreague, Va.			

BEACH PLUM.			
	Per 100		
12 to 18 ins., 2-yr. transplants	\$25.00		
18 to 24 ins., 2-yr. transplants	35.00		
2 to 3 ft., 2-yr. transplants	45.00		
C. H. STELMAN FRUIT NURSERY			
H. D. 3, Princeton, N. J.			

BEACH PLUM.			
	Per 100		
Prunus Maritima.			
Strong 1-yr. seedlings, 6 to 12 ins.			
\$10.00 per 100, \$90.00 per 1000.			
C. HOOGENDOORN			
Turner Road Newport, R. I.			

EUONYMUS.
Radicans erectus, patens Newport, carried
and coloratus, from 2-in. pots, 10c each.
BALDWIN
Nice stock from 2-in. pots, 10c each.
STRATFORD GARDENS, Delaware, Ohio

CHINESE ELM SHADE TREES.
4 to 6 ft., \$20.00 per 100; 6 to 8 ft., \$45.00
per 100; 8 to 10 ft., \$80.00 per 100. 25 at the
100 rate.

GRUNDY'S GARDENS			
Anton, Tex.			
WELL ROOTED CUTTINGS.			
TEUCRIUM CHAMAEDRYDS			
\$5.00 per 100; \$45.00 per 1000.			
BEARDSLEE NURSERY, Perry, Ohio			
400 European Mountain Ash.			
5 to 6 ft., 70c each.			
FAIRMONT NURSERY, Fairmont, Minn.			

VEGETABLE ROOTS

	Per 100	Per 1000
Asparagus, Washington, 2-yr.	\$1.60	\$15.00
Asparagus, Washington, 1-yr.	1.40	12.00
Horse-radish, whole roots	4.50	35.00
Horse-radish, 6 in. cuttings	2.50	20.00
Rhubarb, whole root, 1/2 to 3/4-in.	3.00	27.50
Cash, please. No packing charges.		
PRITCHARD NURSERIES		
Rt. 4, Ottawa, Kan.		

VINES

CLEMATIS.
Clematis montana rubens (Anemone Cle-
matid).
Strong 2-yr. field-grown plants, staked, 3
to 4 ft.
\$100.00 per 100.

A strong vigorous, extremely hardy va-
riety. Will thrive under most adverse con-
ditions. Clusters of anemone-like flowers which
open up in May. One of the most dependable
Clematis.
C. HOOGENDOORN
Turner Road Newport, R. I.

VINES.

	Each	Per 1000
5000 Clematis paniculata,		
1-yr., No. 1	\$0.20	
1-yr., medium	.15	
5000 Euonymus coloratus,		
2-yr., field-grown	.30	
W. N. SCARFF'S SONS		
New Carlisle, Ohio		

GRAPE CUTTINGS.
Concord and Fredonia, \$4.00 per 1000.
F.O.B. here. Tied with wire, 100 to bunch.
Guaranteed true-to-name. Cut from our
young, thrifty vineyard by experienced work-
men.

IDEAL FRUIT FARM
Stillwell, Okla.

MISCELLANEOUS

EVERGREENS, SHRUBS AND
HARDY FERNS, COLLECTED

	Per 1000
Canadian Hemlock, seedlings, 6 to 18 ins.	\$20.00
Ilex opaca, American Holly, seedlings, 6 to 18 ins.	20.00
Symphoricarpos vulgaris, Red Coralberry, 18 to 24 ins.	20.00

NOLRIDGE NURSERIES

P. O. Box 26, McMinnville, Tenn.

WANTED

WANTED

Berberis verruculosa for forcing.
12 to 18 ins.THE FARMINGTON NURSERY
& TREE EXPERT CO.

Farmington Ave., Farmington, Conn.

WANTED

25,000 Multiflora Rose, Japonica upright
thorny type, 1-yr., 10 to 20-in. seedlings.
Quote price.SUNCREST EVERGREEN NURSERIES
Box 594, Johnston, Pa.

WANTED

20 Prunus maritima, 10 about 4 to 5 ft.
and 10 about 3 to 4 ft. Must be vigorous and
bushy.

PALMER'S NURSERIES, Rye, N. Y.

SUPPLIES

CRATES

PACKING AND STORING CRATES —
Knocked down or set up. Cut to size, crating
lumber. Pointed stakes. Pine flats or cedar
flats (when available). Shavings and sawdust.
Ask for prices.

IWEN BOX & LUMBER CO.

Phone: 154 Pine Island, Minn.

FLATS

Made from a good grade of Southern Yellow
Pine, since Cypress is not available.
Standard specifications, inside measurements.

KNOCK-DOWN FLATS.

16x12x2 1/2	18.82 per 100
16x14x3 1/2	24.98 per 100
20x14x2 1/2	24.56 per 100
20x14x3 1/2	28.68 per 100
22x15x2 1/2	28.14 per 100
22x15x3 1/2	32.63 per 100

All other sizes quoted on request. Prices
F.O.B. Birmingham.We are manufacturers, not jobbers. Freight
to any point is a small item per flat. Our
Flats are the best. Why pay more? Our
quality guaranteed. Prompt shipment, any
quantity. Attach check to order.We make mixed shipments of flats, plant
boxes and spray boards.HIGHTOWER BOX & TANK CO.
Birmingham, Ala.

REDWOOD FLATS, K. D.

Finest stock obtainable. Guaranteed all
clear heart. Size 20x15x3 ins. inside measure,
\$42.00 per 100.

1x1-in. Cypress stakes, pointed.

50 pcs. to bundle, 4 ft., \$3.50 per bd.
50 pcs. to bundle, 5 ft., \$4.50 per bd.
50 pcs. to bundle, 6 ft., \$5.50 per bd.

Ship same day. Cash with order, please.
YOHO & HOOKER, Youngstown 2, Ohio

MINNESOTA WHITE CEDAR FLATS.

12x16x2 1/2	18.50 per 100
14x16x3 1/2	24.50 per 100
14x20x2 1/2	24.00 per 100
5x5x16	18.50 per 100

Other sizes quoted on request. F.O.B. Cook,
Minn. Please attach check.

H. C. HILL & SONS, Cook, Minn.

The Trade's Buying Guide—
The American Nurseryman Ads.

LABELS

DAHLIA OR TREE LABELS.

	Plain	Painted
3 1/2 x 5/8 ins., notched, not wired	\$2.50	\$3.00
3 1/2 x 5/8 ins., wired (copper)	3.30	4.10

POT LABELS.

4x 1/2 ins. (cartons 1000 each)	2.75	3.30
5x 1/2 ins. (cartons 1000 each)	3.00	3.60
6x 1/2 ins. (cartons 1000 each)	3.30	4.00

Priced per carton.

8x 1/2 ins. (cartons 500 each)	2.40	3.00
10x 1/2 ins. (cartons 500 each)	3.00	3.60

GARDEN STAKES.

8x 1/2 ins. (cartons 250 each)	2.00	2.50
10x 1/2 ins. (cartons 250 each)	2.20	2.40
12x1 1/2 ins. (cartons 100 each)	1.40	1.60

Our labels are perfectly white and smooth
on both sides and are pronounced by growers
the best and most economical.

"We ship the same day."

YOHO & HOOKER

Youngstown 2, Ohio

WOOD LABELS.
SHIPPING CHARGES PREPAID.Delivered price per carton
Plain Painted

3 1/2-in. copper wired (1000 to ctn.)	\$3.20	\$3.60
4-in. pot label (1000 to ctn.)	2.65	3.10
5-in. pot label (1000 to ctn.)	2.90	3.40
6-in. pot label (1000 to ctn.)	3.30	3.80
8-in. pot label (500 to ctn.)	2.45	3.05
10-in. pot label (500 to ctn.)	3.00	3.50
12-in. pot label (500 to ctn.)	3.50	4.15
8-in. garden label (250 to ctn.)	2.00	2.25
10-in. garden label (250 to ctn.)	2.20	2.50
12-in. garden label (250 to ctn.)	3.50	4.00

These are delivered prices. Send check
with order.ANTHONY & CO.
Box 473, Escanaba, Mich.

PEAT

TRY GENUINE "HIGH NITROGEN"

MICHIGAN PEAT.

Tops in quality, packaging; pH4.5. Use
M.P. in potting, bench soils, mulching. Best
for azaleas, ericas, lawns, all plant life. USE
IT—SELL IT. Sell our 5 sizes rot-proof bags.
Call Capac 62 collect. to order. Prices F.O.B.
peat bogs, Capac, Mich. Lowest prices, best
quality, best bags.
10-4-bushel (100-lb. large bags)....\$1.95 ea.
10-2-bushel (50-lb. large bags).... 1.10 ea.
MICHIGAN PEAT, Inc., Capac, Mich.

SPHAGNUM MOSS

WISCONSIN'S QUALITY SPHAGNUM

MOSS.

Clean, long-fibered, solidly packed in bur-
lapped or wired bales of standard size,
direct from drying beds. None better.
Trucked when feasible.

WARRENS MOSS CO., Box 7, Warrens, Wis.

STAKES

STAKES, GALVANIZED HARD STEEL.

STAKE FASTENERS and COTTON TWINE.

Prices and samples sent upon request.

SCHUPP SUPPLY CO., Wilmette, Ill.

MISCELLANEOUS

COLOR SLIDES.

Beautiful full-color Kodachrome slides,
2x2 ins., of specimen landscape plants and
plantings. Taken by a nurseryman. A real
sales aid. Write for free subject list and
prices.

OAK PARK NURSERIES

East Patchogue, L. I., N. Y.

GOSLINGS—Standard breeds. Low-cost

weeders. Write today for free catalog and
prices. HEART OF MISSOURI POULTRY

FARM, Rt. 4N, Columbia, Mo.

OKLAHOMA MEETING

[Continued from page 15.]

Spokane Nurserymen's Association,
are arranging a tour for the nurs-
erymen to talk over the problems.In Kentucky, the junior chamber
of commerce is sponsoring a "Plant
America" project in one of the small
towns near Louisville, in coopera-
tion with the department of agricul-
ture of the state.One of the highlights of the pro-
gram was the talk of J. B. Baker,
Jr., Fort Worth, Tex., regional di-
rector of the A. A. N. He continued
a subject which came in for a great
deal of discussion earlier. Is it per-
missible to use a farm license on a
truck carrying nursery stock? Or
must one buy the much more expen-
sive commercial tags? Some state
nurserymen have been getting farm
tags, others the commercial ones.
Some with farm tags have been
stopped. Others have had no trou-
ble.Mr. Baker quoted the interstate
commerce commission ruling on the
Harwood case, which held that nurs-
ery stock is not an agricultural com-
modity with respect to motor car-riers. He said the A. A. N. may be
able to intervene to try to have the
ruling changed, or work will be done
to get the law changed by Congress.Mr. Baker then brought out the
value of the A. A. N. in getting nurs-
ery stock released from price control,
and later landscape service was
freed. This means nurserymen may
adjust the prices of their stock or
landscape services without even con-
sulting the office of price stabiliza-
tion.Dr. Frank Cross, of Oklahoma
A. and M. College, was a guest
speaker and pointed out the increas-
ing cooperation of nurserymen and
the college.Clyde Bower, head entomologist
of the Oklahoma department of ag-
riculture, told of finding a new de-
structive bug, which he called the
juniper midge. As a result of its at-
tack, tips die back on junipers and
there occur ashen spots and a swelling
base. Mr. Bower was not sure,
but said he thought DDT applied
immediately prior to the time eggs
were deposited would stop the com-
ing generation. He pointed out that
he had seen hundreds of instances of
damage caused by this hitherto un-
recognized insect.For his outstanding work in the
development of various kinds of ber-
ries, fruit and nut trees for this area,
A. G. Hirschi, owner of Hirschi
Nursery, Oklahoma City, was pre-
sented the "Most Outstanding Nurs-
eryman of the Year" silver bowl for
1952. When he came to Oklahoma
and began to propagate nut trees in
1926, the propagation of nut trees
was new in the state. He began to
experiment by planting 25 varieties
of pecans on poor land to test what
would grow best in the area. Now he
has planted two and one-half acres
of Chinese chestnuts for trial.

WARNING ON INSECTICIDES

A warning has come from Roy W.
Rings, entomologist of the Ohio
agricultural experiment station,
Wooster, and concerns the use of
two insecticides developed during
World War II by German chemists.
One of these chemicals, Parathion, is
used to control leaf-feeding mites,
plum curculio and various species
of aphids. The other, tetraethyl
pyrophosphate, is toxic to periodical
cicada.Mr. Rings warns persons using
these chemicals to wear protective
clothing, or if ordinary clothing has
been exposed to a chemical spray, to
change it and bathe. Atropine tab-
lets have been found to be an effec-
tive antidote for Parathion.

WANT ADS

Help and Situation Wanted and For Sale Advertisements.

Display: \$3.50 per inch, each insertion.

Lines: 30¢ line; minimum order **\$3.00.**

HELP WANTED

Landscape foreman, to take charge of general landscaping and nursery planting operation. Experienced in grading, seeding, large tree moving and pruning, stonework, planting and plant maintenance. Full-time work guaranteed working on private homes and estates. Locality, southwestern Pennsylvania. Salary of \$4,000.00 per year plus bonus to right man. Give references and experience in first letter. All applications confidential and will be answered as to our decision. Address Box 855, care of American Nurseryman.

HELP WANTED

Grower. Should be thoroughly experienced in perennials, shrubs, evergreens. Unexcelled living conditions. Good salary to start. Excellent future for the right man in this rapidly growing nursery specializing in high-quality plant material.

Please give complete resume of your education, experience, age, etc., in your first letter. All replies held confidential. Write, call or see John Tonkin, Manager, WHITE FLOWER FARM, Litchfield, Connecticut.

HELP WANTED

Experienced nurseryman. Horticulturist to manage exhibition garden and supervise nursery business. Experience in landscape work and propagation, plus good knowledge of plants and trees, is necessary. Specialize in hollies, camellias, azaleas, broad-leaved evergreens. Small greenhouse, 6-acre nursery and crew of eight men to be handled. Nursery and all garden areas equipped with Skinner irrigation system.

Man qualifying for this position will have good financial opportunities—a good starting salary. Should be ambitious and able to assume complete responsibility. References required.

CLARENDON GARDENS
AND NURSERY

Box 1065 Pinehurst, N. C.

HELP WANTED

Experienced rose man. Large, well known, eastern nursery has a good opening for alert man with experience in budding, growing, storing and shipping rosebushes for retail mail-order and wholesale trade. Please write full particulars, including salary expected. All correspondence confidential. Address Box 848, care of American Nurseryman.

HELP WANTED

Landscape man who is capable and experienced. Must be able to handle job from drawing board to completion of planting. Address:

SHAWNEE NURSERY
& LANDSCAPE CO.
Shawnee, Kansas

HELP WANTED

EXPERIENCED NURSERYMEN

One of the largest nurseries in southern California offers profitable, permanent positions to nurserymen with experience and ambition. Security, pleasant working conditions and an unlimited future for the right men. Beginning salary \$300.00 per month.

MONROVIA NURSERY CO.

Box 196
Monrovia, California

HELP WANTED

Nursery sales market manager. Experienced and capable man to manage both sales and landscape planting operations. Permanent position for a nurseryman with experience and ambition. Security, pleasant working conditions and a future for the right man. State experience, salary and give references. All replies held confidential.

SOUTH HILLS NURSERIES

1600 Washington Rd.
Pittsburgh 28, Pa.
Lo. 1-0430

MANAGER WANTED

Exceptional opportunity for a man with the education and experience which qualify him for complete operation of a nursery. Well established business with complete stock and good machinery. Completely furnished modern home available. Good salary and percentage bonus. Excellent location in northern Indiana, near Lake Michigan.

DUNES NURSERY CO.

Rt. 1, Box 81-A Chesterton, Ind.

HELP WANTED

Landscape designer and salesman, by nursery in Kentucky. Must meet public, draw plans, supervise planting jobs. Permanent position for right man. Starting salary \$300.00 per month, commission basis after established. Address Box 858, care of American Nurseryman.

For list of
BOOKS ON TRADE SUBJECTS
Write to
AMERICAN NURSERYMAN

FOR SALE

A real opportunity for the location at York, S. C., of a first-class southern nursery, preferably as a branch of an old, established northern concern. York has an all-year-around mild planting and digging climate. Centrally located to southern and northern markets, with splendid transportation facilities. Well watered; rich piedmont soil. Good land available at reasonable prices. Labor also available. Have experimented for several years with small nursery, which is at service of interested party.

Arthur V. Snell,
Native of Geneva, N. Y.
Cherokee Nurseries York, S. C.

FOR SALE

The Westphal Nursery, located at the intersection of Highways 20 and 58, at Cedar Falls, Iowa. Since 1887, this nursery has operated in this locality continuously in production and sale of a general line of nursery stock. Invoice: ¾ evergreens, balance in shrubs and trees. 20 acres of land available with buildings essential for operation. Nursery stock invoice will require cash. Down payment for land is \$5,000.00, the balance being carried by the owner. Many kind regards to my nursery friends who may read this advertisement.

MAX WESTPHAL
Cedar Falls, Iowa

FOR SALE

Nursery, 50 acres, wholesale and retail business. Completely equipped, more than \$32,000.00 in stock consisting of over 10,000 trees and shrubs. Sprinkler system, good buildings. Only 10 miles from Minneapolis and St. Paul. Total price only \$55,000.00.

J. P. KOELSCH REALTY CO.
2827 Hennepin Ave. Minneapolis 8, Minn.

HELP WANTED

Experienced, progressive, mail-order man for catalog work, advertising, correspondence, etc. Must be able to handle office personnel, etc. Good opportunity for experienced man with large nursery located in the east. Give full particulars: experience, salary, etc. Address Box 849, care of American Nurseryman.

HELP WANTED

Landscape architect or salesman capable of drawing plans, meeting the public and selling. Give full particulars, age, experience and salary expected. Permanent position.

KANSAS LANDSCAPE
& NURSERY CO.
Salina, Kan.

HELP WANTED

Need general handy man for nursery and greenhouses. Able to handle men as if he owned the place, and drive. Life-long position.

P. T. CASSIN
1278 Hart St. Mentor, Ohio

HELP WANTED

Experienced landscape man, capable of taking complete charge of new landscape division of nursery, established for 30 years, in southwest Ohio. Work includes selling the job, drawing plans, selection of stock, planting, etc. Must be a producer and be available for early spring. Write full particulars, stating experience, salary expected, etc. All correspondence confidential. Address Box 856, care of American Nurseryman.

IOWA MEETING

[Continued from page 14]

plants could be introduced, there would be no need for quarantines. Several pests causing concern at this time are being carefully watched. One of these came in a shipment of foreign broom corn and contained, along with the European corn borer which we now have with us, another borer capable of doing an equal amount of damage. He hopes to keep the Japanese beetle out of the state as long as possible. There is considerable concern at this time over buckthorn; it may need to go, since it carries crown rust of oats as an alternate host.

Business Meeting

At the business meeting a report was heard from Darrell Holmes, chairman of the committee on agricultural research. The corporation for the introduction of new varieties from the college is about ready to function.

A. J. Bruce, in giving the necrology committee's report, commented on the industry's loss in the passing of E. S. Welch, Mount Arbor Nurseries, Shenandoah, and C. H. Andrews, Andrews Nursery Co., Fari-bault, Minn.

W. A. Coupanges, vice-president of the Minnesota State Nurserymen's Association, asked for Iowa's cooperation in supporting Minneapolis as the meeting place of the American Association of Nurserymen in 1954. A motion was made and carried authorizing the board of directors to act as seems advisable after consideration.

WANT ADS [concluded]

SITUATION WANTED

Experienced nurseryman and propagator. Can handle help and take care of greenhouses, cold frames, seedbeds, etc. North Jersey or Connecticut preferred. House must be available. Address Box 859, care of American Nurseryman.

SITUATION WANTED

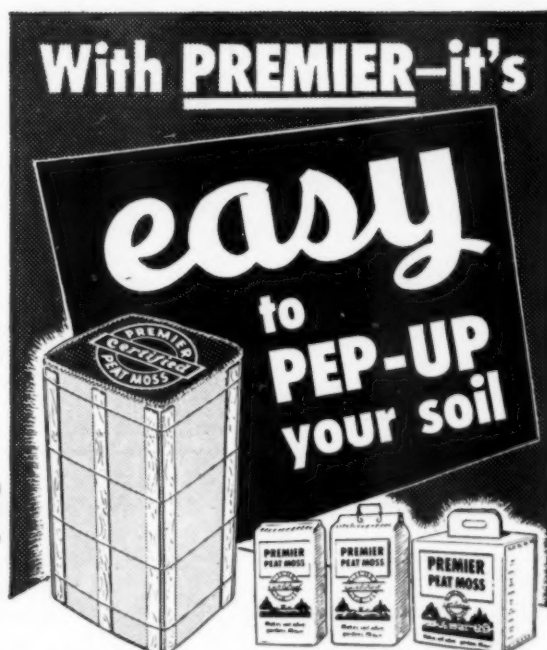
Landscape horticulturist, capable in all phases of landscaping from drawing plans to completion of work, desires situation. Northeast or central location preferred.

BRUCE N. SINGER
R. D. 3 Norristown, Pa.

HELP WANTED—Good salary and bonus offered experienced landscape designer with ability in executing and supervising small landscape plantings. Established Long Island firm of landscape contractors has exceptional opportunity with sound future for aggressive, capable man able to assume responsibility. For interview, address Box 853, care of American Nurseryman.

HELP WANTED—Experienced retail nursery market salesman, able to eventually take charge. Well known nursery in vicinity of metropolitan New York. Good working conditions. Give full particulars including salary expected. Address Box 857, care of American Nurseryman.

Here's
WHY
Premier
is the
biggest
selling
peat
moss



BIG-VALUE BALES IN
SIZES FOR EVERY NEED

Plastic Bags Kraft Paper Bags with new Metal Handle Handy Cartons

BAGS AND CARTONS FOR RE-PACKING

NURSERY after nursery is adopting the use of Premier Peat Moss as regular year-around practice, because Premier makes successful soil conditioning easier.

It gives you a **MORE LASTING SOURCE** of active organic matter than any other substance

It gives you a **MORE ABSORBENT** material for the storage of water and nutrients

Ask anyone who has used Premier Peat Moss and he will tell you to do the same. Premier *gets results*—in seedbeds, transplanting, liner beds and mulching. And Premier *gets business* because it's a wonderful re-sale item that will please any customer and bring him back for more.

In popular packages—from 1-pot bags to big bales. Write today for prices on Premier Canadian and European Peat Moss—98% organic and weed-free.

Premier Peat Moss Corp., 535 Fifth Avenue, New York 17, N. Y.

PREMIER PEAT MOSS

**This Attractive Steel Display
Rack Fully Stocked Costs You
Only \$6.75**

F.O.B. Detroit with 50c freight allowance.
Retail value \$10.40. Refills at wholesale.

Here's a fast-moving specialty which sells to State Highway Depts., City and County Parks, Tree Experts, Cemeteries and Fruit Growers. Every tree owner is a prospect. Ask for catalog No. 32 for a full line of "Tree Trimming Equipment."

RACK DISPLAYS
6 1/2 pts., 5 pts. and 4 qts.

BARTLETT MFG. CO.
3058 East Grand Blvd.
DETROIT 2, MICH.





SAVE Time and Labor with this BIG HAND TRUCK

Handle heavy jobs easier, faster, with fewer men. Get into places otherwise inaccessible to heavy equipment, without damage to established lawns.

HANDLES 40-inch BALL—1500 lbs.

SPECIFICATIONS

- Specially designed curved nose.
- Electrically welded—strong, sturdy.
- Equipped with three 4-ply 16-inch tires.
- Over-all width, 45½ inches.
- Over-all height, 7 feet 9 inches.
- Weight, 175 lbs., including 19-ft. chain.
- Attractive, professional appearance.

Write for folder giving details and prices.

— **Our NEW ADDRESS** —

THE GARDEN SHOP, Inc.

6315 West 75th St.
OVERLAND PARK, KANSAS

Phone HEdrick 3288 (Kansas City, Mo., exch.)

Truck comes equipped with two tapered roller-bearing main wheels and ball-bearing wheel in swivel for sturdy service when used as dolly or trailer. Also available with three ball-bearing wheels at slightly lower cost.

PEAT
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SPHAGNUM HORTICULTURAL PEAT MOSS

HORTICULTURAL PEAT

PEAT HUMUS

FAFARD - QUEBEC

Leading Soil Builders and Conditioners

CONRAD FAFARD, Inc.

P. O. Box 774

SPRINGFIELD, MASS.

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THE NEW MODEL B LINDIG SOIL SHREDDER

The World's Finest

Improved performance with

- Actioned Shredding Blades
- Increased Capacity
- More Uniform Shredding

Write for descriptive folder and prices and name of your nearest dealer.

LINDIG MFG. CO., Inc.

1875 W. Larpenteur Ave.

St. Paul 8, Minn.



PRINTING FOR NURSERYMEN

Better Quality—Lower Prices
Prompt Service

Moisture-resistant labels, plain or printed, single or sheets for typewriter use. Wide variety, lowest prices. Shipping tags, color broadsides, catalogs, price lists, order blanks, order books, stock records, gummed labels, blotters, salesbooks, distinctive stationery.

Letterpress and offset printing. Write for free samples and prices.

THE TINGLE PRINTING CO.
SINCE 1907 PITTSVILLE, MD.

Since 1840

TWINE and CORDAGE

For all nursery requirements.

GEO. B. CARPENTER & CO.

430 - 440 N. Wells St.
Chicago 54, Illinois

N. L. N. A. MEETING

[Continued from page 8.]

Michigan State College. 2. An address by an advertising expert on "What Is Wrong with the Landscape Nurseryman's Advertising?" 3. A discussion of rare and unusual plants. 4. A humorous view of the landscape industry by someone outside the field. 5. A slide exchange, with each member contributing a few of his best pictures for showing.

President Hillenmeyer then took the floor to present a scroll to Mr. Hunziker as a token of recognition by the membership of the latter's untiring efforts on behalf of the N. L. N. A. Here is the text of a resolution inscribed on the scroll:

"Whereas Mr. Harold E. Hunziker has so faithfully served the National Landscape Nurserymen's Association as executive secretary and treasurer for the 10-year period 1941-1951, we wish to take this opportunity to express our appreciation.

"His leadership, wisdom, competence and diligent efforts have guided the National Landscape Nurserymen's Association from its inception as a new and unknown organization to its present recognized stature.

"Therefore be it resolved that this statement be inscribed upon the permanent records of the association and that a suitable engraved copy of this action be presented to Mr. Hunziker.

"Unanimously adopted by the members of the National Landscape Nurserymen's Association at their annual convention in New Orleans, Louisiana, July 17, 1951.

"Louis E. Hillenmeyer, Jr., President,

"Lloyd G. Platt, Secretary."

Good Telephone Practice

The afternoon session opened with Inez Spofford, secretary for M. J. Hunziker & Sons, speaking on "Telephone Techniques As a Sales Aid." Miss Spofford set down some of the principles of good telephone usage which have aided her and her firm in dealings with customers.

Above all, she stressed, a pleasant voice is essential. The tone should be well modulated, and the impression should be given that the firm is interested in the caller. Since 80 to 90 per cent of initial contacts with prospective customers are made by telephone, she added, it is important that the person assigned to answering the phone be well trained in the proper techniques. Too often, she said, this job is given to the newest

ROTO-HOE

the NEW Labor-Saver for NURSERYMEN



- ✓Cultivates BETWEEN Nursery Rows (16 ins., over-all width)
- ✓Prepares Seedbeds
- ✓Pulverizes Compost Heaps
- ✓Mixes Fertilizer with Soil
- ✓Can Be Used on Greenhouse Benches
- ✓Sturdily Built and Precision Manufactured
- ✓Low Price—Retails at \$134.00.

Powered by dependable, powerful 2-H.P. engine. Simple belt and enclosed roller chain transmission. All wearing parts extremely low in cost, if replacements required. Acclaimed everywhere demonstrated as the "BEST BUY" in the tillage field.

The new 12-inch rotary cutter attachment was designed to mulch weeds in nursery rows. This cutter mulches any size weeds and can easily cut cornstalks off close to the ground. This 12-inch mulcher is only \$24.00 extra.

Nationally advertised and distributed—some attractive dealer franchises open.

Write us for complete details.

ROTO-HOE AND SPRAYER CO.

Dept. 25

NOVELTY, OHIO

and least experienced person in the organization.

The person answering the telephone should immediately announce the name of the firm and follow this with "Good morning" or some other appropriate phrase. "Hello" should be avoided.

As the customer talks, jot down anything pertinent that he says and be able to repeat his order or other message accurately. If the caller has a complaint, your courtesy and meticulous attention to what he says will often go far toward assuaging him.

Secretaries, continued Miss Spoford, should always know where the important members of the firm are, so that if necessary a caller may be advised to reach them at another location. If a caller leaves a message, make a carbon copy of it and put it in a permanent file to be used in case the original is lost.

An Amateur Speaks

C. E. (Gene) Pfister, Mundelein, Ill., 1952 president of the American Rose Society, gave the nurserymen a short talk on their business as seen through the eyes of an amateur gardener.

Mr. Pfister urged the landscape men to present the homeowner with a comprehensive plan for the beau-

NOW AVAILABLE "ROT" RESISTANT

NETHERLAND BURLAP SQUARES

You can dig and ship at your convenience
because THEY REALLY LAST!

SAMPLES RUSHED ON REQUEST



NEW YORKER BAG & BURLAP CO.

1219 PROSPECT AVE. • NEW YORK 59, N. Y.

PROTECT YOUR NURSERY STOCK

At a Minimum Cost
With ASBO Steel Box Straps
Nail-on Type

Sheared to Size—Ready to Use.

No Tools Required.

Hammer and Nails Will Do the Job.

**AMERICAN
STEEL BAND COMPANY**
Box 565 PITTSBURGH, PA.

"BRODLEAF" Holland Peat Moss

HALF MOON MFG. & TRADING CO. INC.
90 West Street, NEW YORK 6, N. Y.

NURSERY TAGS

Suitable for Labeling

Trees—Shrubs—Plants—
etc.

Convenient—Economical

PREMIER SOUTHERN TICKET CO., Inc.
1623-31 Dana Ave. CINCINNATI 7, OHIO

ZIP-STAY LABELS



Nurserymen's favorite for
forty-five years. Please
write for prices and samples.
OHIO NURSERY LABEL CO.
P. O. Box 677 Elyria, Ohio

Nurserymen!! SAVE LABOR COSTS AND TIME... with a MODEL "RE" YORK RAKE

Built especially for nursery use, the Model "RE" York Rake is the answer to your landscaping and grading problem. Designed for use with either tractor or jeep, it's a real labor-saver, reducing hand raking to a minimum.

It does a finished grading job... is ideal for spreading top soil... works close to foundations or buildings... and is easily stored.

It's ruggedly built, with teeth of heat-treated alloy spring steel rigidly attached to carbon spring steel heads. May be adjusted for operation at 2 angles, or used in straight position. All controls operated by tractor's hydraulic system.

For Complete Information, Write to "DEPT. R-2":

YORK MODERN CORPORATION • UNADILLA, N.Y.
Rake Builders for More Than 30 Years



tification of his grounds and to allow the customer to fulfill the plan over a period of time if he is financially unable to complete it at once. This, he said, was preferable to planting an assortment of inferior stock simply to fill up the available space for the amount of money the customer had to spend at the moment.

He said that the landscape men should utilize plants that are easy to maintain unless the customer can afford professional maintenance, since the average gardener has neither the skill nor the inclination to do a great deal of maintenance work.

Mr. Pfister called on his audience to educate the customer as to the proper items for planting in his particular locality and on his particular site and to impress upon the customer the fact that good landscaping materially increases the value of the property.

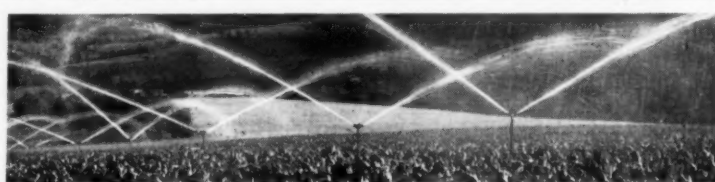
Speaks on Merchandising

"Merchandising and Salesyard Techniques That Seem to Work" was the subject chosen by Neal R. Rohlfs, Neal Rohlfs' Nursery Garden Center, Davenport, Ia. Although Mr. Rohlfs possesses a nursery background, his present establishment dates only from 1949.

Mr. Rohlfs bases his operations on three principles: 1. Extend the customer "personalized human friendship." 2. Glamorize your merchandise to the fullest. 3. Maintain a truthful, organized business.

Discussing the first point, Mr. Rohlfs urged his audience to have fun in selling. "If you don't have fun in selling," he said, "let someone do it who does." Cater to the customer in ways outside the business, he added, stating that his salesmen even "blew children's noses and changed their diapers."

If the customer has been in your store before, be sure to remember what he bought the last time and ask



Even in seasons with normal rainfall, does it always come when you need it? A few dry days (and nearly every growing season has them) and bright prospects fade. Quantity and quality of your crops suffer and may be lost entirely.

Adequate, controlled moisture during the growing season with an ATLAS PORTABLE SPRINKLER SYSTEM will insure your crops against failure due to drought, and insure their quality and quantity.

Write today for a free catalog.

ATLAS SUPPLY DIVISION

Jones & Laughlin Supply Co.
408 N. Main St., Muskogee, Okla.



E-Z-GARDS

... a beautiful
self-supporting
fence
that protects
EVERGREENS,
FLOWERS, SHRUBS



Available in colors
and galvanized



WRITE US TODAY FOR ILLUSTRATED
FOLDER AND DEALERS' PRICES!
BROADWAY MACHINE & MFG. CO.
DEPT. A. SHELBYVILLE, INDIANA

BURLAST

BALL SAVER
ENDS RE-BURLAPPING

HILL'S NURSERY

P. O. Box 43 VICTORIA, TEXAS

WOOD LABELS

For Nurserymen

DAYTON
FRUIT TREE LABEL
CO.

Ray and Kiser Sts. DAYTON, O.

GRAFT WAX

FOR GRAFTING AND
WOUND FILLING

An adhesive, noncracking, nondrying wax with effective anti-mold agent.

Two 1-lb. tubes, \$1.25 postpaid.

KALAMAZOO PARAFFINE CO.
KALAMAZOO, MICH.

PRONOUNCING DICTIONARY of Plant Names

64 pages, 3000 names, 25¢ per copy
American Nurseryman Chicago 4.

"ROOTS-THRU" PLANT POT

WITH REINFORCED ROLLED EDGE

No longer necessary to remove
mizing replacements.

Suitable for Potting Roses,
and Many Other Items
Flower. Longer

pots before planting, thus mini-
Instructions on each pot.

Shrubs, Bulbs, Perennials
for late Planting in Full
Selling Season.

ROSE POT

Top Diameter 7 ins.
Height . . . 9 ins.
Bottom . . . 5 ins.

Per 100..\$ 6.00
Per 1000 50.00

Packed
200 per carton

Weight, 25 lbs.
per 100 pots.

Bottom Flaps Folded

JUST POTTED

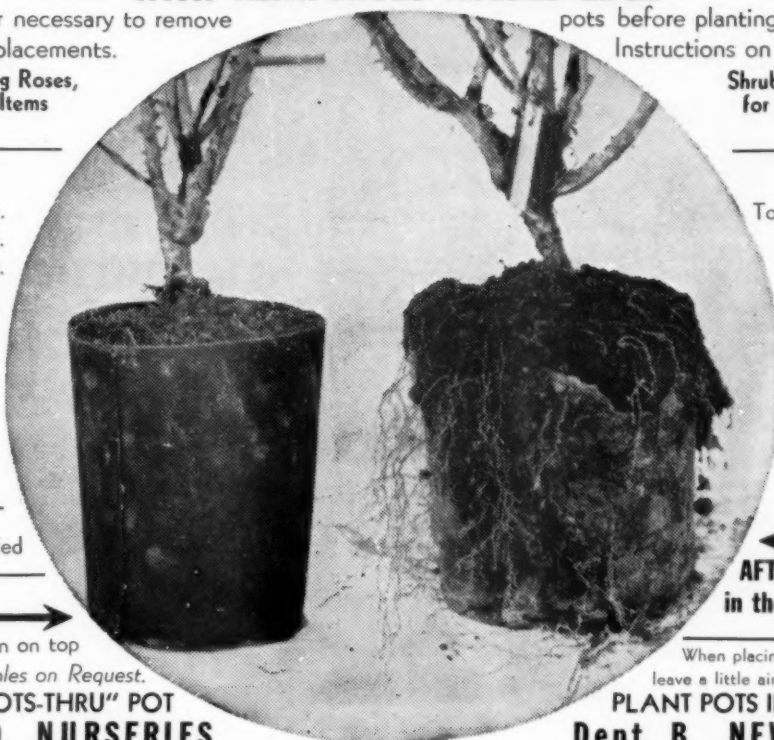
Will last full season on top
of ground. Samples on Request.

"ROOTS-THRU" POT
BOULEVARD NURSERIES

him about it. This not only builds
good will, but can make an accessory
sale. If the customer is new, try to
notice what kind of car he is driv-
ing, how he is dressed, what sort of
family he has if they are with him;
these factors are important in decid-
ing what sort of sales approach you
should make.

In the field of glamor, Mr. Rohlfs
paraphrased supersalesman Elmer
Wheeler when he said, "Don't sell
the honeysuckle bush, sell the
beauty." Do not be overtechnical,
he continued, since the customer will
not understand anyway. Describe, in
terms of beauty, the effect each
planting will produce for the cus-
tomer; dramatize as much as possi-
ble. If the customer has his own
dream as to what he wants his
grounds to look like, cultivate the
dream; it helps to cut down sales re-
sistance when the cost of the opera-
tion is discussed.

In the field of organization, Mr.
Rohlfs urged positive thinking and
action on the problems of customers,
whom he preferred to call "the pub-
lic." His method is to solve the prob-
lem in the most truthful way possible,
and then to sell the customer. He
cited as an example the customer
who comes into the shop for two
pounds of grass seed. "I tell him I



PERENNIAL POT

Top Diameter 6½ ins.
Height . . 6 ins.
Bottom . . 5 ins.
Per 100..\$ 5.00
Per 1000.. 40.00

Packed
200 per carton.

Weight, 20 lbs.
per 100 pots.

← 3 MONTHS
AFTER planting
in the ground.

When placing pots on top of ground
leave a little air space around each pot.

PLANT POTS IN GROUND
Dept. B, NEWPORT, R. I.



For details and
price, write to

E. C. GEIGER CO.

P. O. Box 270, NORTH WALES, PA.

AT LAST! A ROTARY TILLER DESIGNED FOR NURSEYMEN!

Yes, it's true. Here is a
machine geared for fast
cultivation. Has plant
guard for picking up low
branches and foliage.
Tines are a series of
little hoes that will not
clog or tangle but give
a perfect, weed-free,
ground-mulched cultiva-
tion.

Manufactured by SIMAR
(originators of rotary tillage),
since 1918.



*PREFERRED BY
NURSEYMEN THE
WORLD OVER FOR
THIRTY-THREE YEARS

SIMAR

The ORIGINAL
SWISS ROTARY TILLER

"The Machine
that is Copied, But
Never Equaled!"

LABELS FOR NURSEYMEN

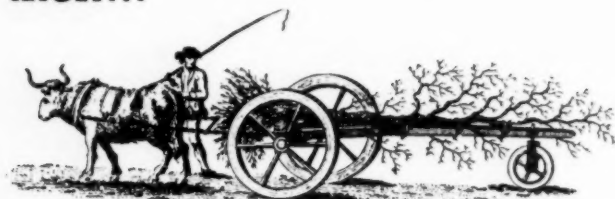
THE
**BENJAMIN CHASE
COMPANY**
DERRY, N. H.

IT COSTS NO MORE (and in most instances less) FOR OUR PACKING OF Nursery Burlap Squares and Rolls

Write for prices and samples

L. ATKIN'S SONS
P. O. Box 167 Rochester, N. Y.

The Business of Tree Moving then...



Moving trees was tedious, backbreaking work in the middle of the past century. Primitive equipment and slow, stubborn ox power made every job a dreaded chore.

and now...

The "Rocker" Mover handles big trees without the slightest difficulty. The patented "rocker" principle loads and unloads 5-ton trees quickly and easily. Tree moving is no longer a problem... it's a money-making pleasure for nurserymen the country over.



It will pay you to bring your business up to date with the Williams & Harvey "Rocker" Mover. Write today for specifications and prices.

WILLIAMS & HARVEY NURSERIES

P. O. Box 7068

Country Club Station

Kansas City 2, Mo.

ARROW/NAMSCO PEATS = SALES REPEATS



Prompt Shipment

"HOLLANDIA" BURLAP

SQUARES

REED MATS

for Coldframes

WRITE FOR PRICES

STATE REQUIREMENTS

NEW AMSTERDAM IMPORT CO. 122 CHAMBERS STREET NEW YORK 7, N. Y.

WOOD VENEER PLANT BANDS

Stapled — Prompt Shipment



Hands with Bands Bot-Only tons	Per 1000	Per 1000
1 1/2 x 1 1/2 x 2 1/2	ins.	\$4.50 \$7.10
1 1/2 x 2 1/2	ins.	4.30 7.10
1 1/2 x 2 1/2	ins.	4.60 7.20
1 1/2 x 2 1/2	ins.	4.80 7.30
1 1/2 x 2 1/2	ins.	4.50 7.50
1 1/2 x 2 1/2	ins.	4.90 7.50
1 1/2 x 2 1/2	ins.	5.20 7.90
1 1/2 x 2 1/2	ins.	5.60 8.20
1 1/2 x 2 1/2	ins.	5.90 8.50
1 1/2 x 2 1/2	ins.	5.80 8.60
1 1/2 x 2 1/2	ins.	6.80 9.80

Light wood flats—Write for prices. State how to ship—Freight, Express, Truck.

P. O. B. Midwest Factory.

Quantity Discounts: Orders under \$125.00 net; \$125.00 to \$225.00, 5%; \$225.00 to \$499.00, 10%; \$500.00 up, 12 1/2%. 3% cash with order—No C.O.D.

ARCHIAS SEED STORE

Box 200

Sedalia, Mo.

Salem FERTILIZER SPREADERS

All models are equipped with patented, automatic shut-off and selective feed control. Just lift the handle, and the flow of fertilizer stops.

16-in. model illustrated.

A small size for small lawns



Send for information on other models.

The SALEM TOOL CO., Salem, Ohio

- Steel construction.
- Reinforced hopper.
- 18-in. spreading width.
- 22-lb. hopper capacity.
- Retail price, \$7.50
- Dealer's price, \$5.25

AMERICAN NURSERYMAN

don't sell grass seed by the pound," he said, "but that I can sell him a lawn if that is what he wants. I then tell him how much seed, fertilizer, and other supplies he needs for his particular job and sell him the 'lawn' as a package deal."

Mr. Rohlf's puts green tags containing descriptions and prices on all his stock, and every customer pays the same price. When an item is sold, a white tag is added, listing the customer's name. This system of identifying the plant with the customer has a psychological effect on the latter, which makes him much less likely to change his mind about his purchases. Mr. Rohlf suggested that there be plenty of merchandise around for the customer to inspect; even after he has selected what he wants, he can be attracted to other items if he can see them.

The speaker expressed the belief that nurseries should be as clean as any other retail establishment. At his nursery, he does not allow junk to accumulate, nor piles of stock; he provides grass, gravel and cement walks for customers, never dirt. He makes frequent applications of paint to anything that requires it.

The speaker said that he had a sign in his store which read, "If You Are Satisfied, Tell Your Friends; If Not, Tell Us," but he doubted if it told a true story. It is better, he said, to give parting customers the idea that there is no chance for dissatisfaction, always to stress the positive approach. When complaints do come in, they should receive immediate attention and, as an added good-will builder, the complaining customer should be given more satisfaction than he expected to get—perhaps an extra bag of fertilizer or the like.

"There is," he said, "no substitute for a satisfied customer."

IDAHO GARDEN SCHOOL

A garden school for home gardeners was held early last month at the Hotel Boise, Boise, Ida., with the theme: "More Fun Through Better Gardening."

Several nurserymen in the area participated in the school, among them R. D. Nadeau, Boise, president of the Idaho Nurserymen's Association, who gave the welcoming address.

Among the topics of interest to nurserymen was an address on "Using Trees and Shrubs Effectively," by John Dominick, a Boise landscape architect. A panel entitled "Let's Grow Good Trees" was held, with David Petrie, Petrie Landscape Nurseries, Boise, as its leader.

SNOW FENCE is IDEAL for

**WIND BREAKS
SHADING
ENCLOSURES
LATH HOUSES**

SPECIFICATIONS

Four feet high, heavy lath. Spaced 2 inches, with 5 double strands of twisted 12½-gauge, heavy galvanized wire. Painted with hot, red, mineral preservative which assures long life and neat appearance. Convenient-length rolls of 50 feet or 100 feet.

PROMPT SHIPMENTS

Write for prices to:

PHILIP HARTIGAN, Road Equipment and Supplies

P. O. Box 283

HONESDALE, PA.

CHICAGO CONVENTION

[Continued from page 7]

become synonymous with "Plant America," spoke to the assemblage on that subject. He opened by impressing upon his audience the meaning of the word "promotion" and its value to civilization. "Promotion," he said, "makes us get up and go, makes us want things, makes us live better." He pointed out that, if there were no promotion and no sales, there would be no production, no employment and no prosperity.

He made a telling point when he stated that, if the nursery industry had had continual promotion equal to that given to such industries as television and automobiles, it would today have a business volume 10 to 20 times that which it has.

"Plant America" is a promotion of which every nurseryman can be proud, the speaker continued, because it not only produces business for the nurseryman but in addition performs a service for the nation. Mr. Quadland emphasized the sociological value of planting, especially its role in providing an environment nonconducive to juvenile delinquency.

A brief report on the new drug and ornamental plant experiment station at Lisle, Ill., was made by Dr. Ralph F. Voigt, director of the Lisle experiment station of the University of Illinois College of Pharmacy, and Dr. C. J. Birkeland, head of the University of Illinois department of horticulture. The speakers outlined a plant research project, now in the proposed stage, which will serve homeowners and industry in northern Illinois.

The station is located at the east end of the Morton Arboretum. Areas will be set aside for research on drug plants, grasses, insecticides, fungicides and other studies. Unfortunately, it is not possible at present for the university to provide the

FAST, EFFICIENT ROSE TYING with SAXMAYER MODEL EM!



Designed for tying roses and other flowers quickly and neatly, SAXMAYER Model EM is a small, fully automatic electric portable tying machine. It's light in weight, so simple in construction even a child can operate it. Write for illustrated folder describing 20 standard SAXMAYER Models serving over 100 different industries.

DEPT. D

**NATIONAL BUNDLE TYER CO.
BLISSFIELD, MICHIGAN**

Indiana Hickory



FURNITURE

for the Lawn,
Porch,
Garden,
Social Room,
Solarium.

Ideal for
Summer Homes,
Estates,
Tourist Courts,
Motels, etc.



A complete line of chairs, rockers, tables, swings, gliders, picnic tables and benches—everything for the outdoors. Also complete bedroom outfits for summer cottages, camps. This rugged, rustic furniture offers nurseries a splendid extra-profit opportunity. A few samples are all the inventory needed. We ship your orders direct from factory. Write today for catalog and complete information.

INDIANA HICKORY FURNITURE CO., INC.

Harry M. Wolfe, Gen. Sales Mgr., 666 Lake Shore Dr., CHICAGO 11, ILL.



FOR ACID SOIL PLANTS.

RELIANCE

Azalea and Camellia

SPECIAL

Already famous for use on **Azaleas and Camellias**—Fast becoming the leading plant-food for use on Magnolias, Hollies, Gardenias, Rhododendrons, Kalmia, Tea Olives, Blueberries, Tuberous Begonias, Fuchsias, etc.

Cultural Booklet—**Azaleas and Camellias**—will be sent upon request.

The RELIANCE FERTILIZER CO.
SAVANNAH, GEORGIA

ROUGH BROS. CONSTRUCT TWO 36x101 ft. GREENHOUSES FOR LUTZ BROS., CINCINNATI, OHIO



The 20-inch glass used in these houses gives added sunlight, which is a big help in growing roses.

Why not take advantage of Rough Bros. greenhouse specialist in helping you plan your greenhouse.

ROUGH BROS.

Greenhouse Manufacturers and Builders

4227 Spring Grove Avenue

CINCINNATI 23, OHIO

COMPOST — AS YOU LIKE IT



SCREENED
SHREDDED
GROUND
MIXED
PILED

Portable and self-powered, this grinder mixes and screens earth with compost and commercial fertilizer fine enough for seeding flats and pots. Grinds tough organic matter through rolling screens. Separates trash from wanted materials. Sold with or without motor. Write for free circular.

W-W GRINDER CORP.

DEPT. F

WICHITA, KANSAS

PLATE BOOKS

Sell from an outfit made for your personal use. We have something new.

Write to:

B. F. CONIGISKY

202 Main St.

PEORIA, ILL.



AN ALLCUT
CUTS LIKE A
SICKLE FROM
the GROUND UP!

Cuts ALL the weed stalks left by other mowers with practically NO EFFORT. Cuts ornamental grass (grass that is cut every week) on steep banks with EASE. Thousands of ALLCUTS now in use in public parks, cemeteries, military posts and private grounds. Write for circular.

Prices include delivery.

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needed personnel and monetary appropriations to implement the program. Dr. Birkeland explained that most of the members of the horticulture staff are committed to various projects sponsored by industrial groups and that, until the staff can be expanded or some of the current projects retired, the activities at Lisle will have to wait. Nursery management will eventually be included in the Lisle program.

Thursday's program was opened by Sen. Frank P. Johnson, a member of the Illinois legislature from Kewanee, who deftly mixed light-hearted wit and serious thought as he appealed for a return to the traditional American free enterprise system which has made this nation great. There was no doubt but that the nurserymen present shared his concern at the present drift toward socialism in this country, and much inspiration was derived from his stirring words.

Flowering Crab Apples

The story of flowering crab apples, a varied and beautiful group of trees, was presented by an authority on the subject, Aric F. den Boer, superintendent of grounds, Des Moines waterworks, Des Moines, Ia. Mr. Den Boer, as many nurserymen know, has taken a barren plot of ground around the waterworks and has planted there over a period of years a magnificent collection of 1,100 flowering crabs representing some 330 varieties.

Mr. Den Boer's purpose on the program was to further educate the nurserymen as to the beauty and almost endless variety of flowering crabs, and he succeeded admirably with the aid of a number of breathtaking color slides. He gave a brief

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history of the trees and pointed out that little interest was shown in them until about 25 years ago, although they had been identified as early as the eighteenth century.

Since 1930, there has been a steadily growing demand for the trees, he said, and many new varieties and hybrids have been introduced to the trade. Flowering crabs are extremely hardy, he added, and can be used in soil that is unsuitable for azaleas, rhododendrons and other plants. Furthermore, they flower abundantly year after year and have added ornamental value in their highly colored fruits.

The great variety in size, in shape and in color of flowers and fruits found in the species makes it possible to select one or more types to fit any planting requirements, the speaker continued. The color slides dramatically illustrated this point. Recognizing their many qualities, Mr. Den Boer strongly recommended the flowering crabs to nurserymen as a source of profit and to homeowners as a source of beauty and satisfaction.

Twenty-five members attended the stepped-up business session of the association, held Wednesday morning. Minutes of the previous meeting were approved, and reports of chairmen on the activities of various committees were heard. President De St. Aubin commented favorably on the healthy financial report and the increase in membership.

The reelection of officers is reported earlier in this article.

Immediately at the close of the business session there was a meeting of the Illinois chapter of the A. A. N. The chapter reelected its slate of officers: President, Victor E. de St. Aubin; vice-president, Roger Leesley, and secretary, Miles Bryant. Edward P. Eickhof, Eickhof Landscape Nursery, Chicago, and John Tures, Matt Tures & Sons, Des Plaines, were named to serve with the officers on the executive committee.

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and alternates to the coming A. A. N. convention, only six members indicated they expected to attend the Detroit event. Delegates and alternates will be named at the June meeting of the board, following the customary practice.

The social highlight of the convention was the annual banquet, held Wednesday evening. The food was many cuts above the usual banquet fare, and the entertainment was professional throughout. A cocktail hour and dancing added to a generally delightful evening.

Special attention was given to the entertainment of the ladies at this convention. Wives of the officers and directors of the association were hostesses. A get-acquainted card party was held Tuesday afternoon and a luncheon Wednesday.

Fifty-two attended the luncheon in the Lincoln room of the La Salle. Seated at the speakers' table were the wives of President Victor de St. Aubin, Secretary Miles Bryant and Past President Ray Clavey. Following grace, Mrs. De St. Aubin introduced the wives of the directors present: Mrs. John Tures, Mrs. Edward Eickhof, Mrs. Myron Smith and Mrs. William McReynolds.

Mrs. Lillian Asmus, in charge of the afternoon's entertainment, introduced Miss Sulic Harand, originator of musical dramatizations, in a condensation of Rogers and Hammerstein's hit show, "South Pacific."

Trade Exhibits

Colorful, interesting and well-attended were the 11 trade exhibits on display on the meeting floor. The Jiffy Balling Co., Long Lake, Minn., had its new balling machine on view. This device attaches to the tractor and digs shrubs and small trees in what is said to be a fraction of the usual spade digging time. It produces uniform, straight-sided, flat-bottomed balls. It is recommended for use with the Jiffy Pak, a new wrapping material said to possess several advantages over conventional wraps.

Other exhibitors and their products, most of which are familiar to nurserymen, included: Nursery Specialties Division, Rosedale Nurseries, Inc., Eastview, N. Y.; Wilt-Pruf plant spray; George A. Davis, Inc., Chicago, saws and pruning shears; Augustine Ascending Elm Research Association, Inc., Chicago, disease-resistant elm tree; Eli Colby Co., Hanlontown, Ia., peat moss; Premier Peat Moss Corp., New York, peat moss.

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CHICAGO MEETING NOTES

David Lake, Lake's Shenandoah Nurseries, Shenandoah, Ia., who had been enjoying a winter vacation in New Orleans, arrived in Chicago in time for the convention.

Delbert Cole, Cole Nursery Co., Painesville, O., who seldom misses an Illinois convention, succumbed this year to a Florida vacation.

"Uncle" Henry B. Chase, Chase Nursery Co., Chase, Ala., who had planned to attend the convention, sent word that he had been in Florida for a month and felt that he should not risk the change in temperature because of rheumatism in his shoulders, which he reported was much better.

Howard Scarff, W. N. Scarff's Sons, New Carlisle, O., drove to the convention. He said the fog was so heavy all the way that he did not dare to pass another car on the highway.

Tom Pinney, Evergreen Nursery Co., Sturgeon Bay, Wis., was fog bound at Madison for a day en route to the convention.

Several eastern nurserymen, flying from Buffalo to Chicago, found the Chicago airport completely enshrouded in fog. They finally landed at St. Louis and took a train to Chicago.

Scott Wilmore, W. W. Wilmore Nurseries, Denver, Colo., admits that he is one of the world's best cribbage players. He traveled 1,000 miles to the convention to teach some of the other nurserymen who were interested.

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INDIANA CONFERENCE

[Continued from page 16.]

dow, Indianapolis, and Robert Simpson, Columbus City, spoke on various types of nursery equipment.

Turf Care

"Grass, One of Nature's Many Wonders," was the topic of W. E. Lyons, golf course superintendent and garden supervisor of the Firestone Tire & Rubber Co., Akron, O., who delivered a high-powered, stimulating address on turf. New technical information is always coming up on this subject. Liquid nutrient solutions seem to be in the spotlight. By liquid feeding, using Nu-Green, diammonia phosphate, muriate of potash and magnesium sulphate, lawns can be kept green and the soil in balance. These materials are combined and used at the surprising low rate of 10 pounds to 3,500 square feet. Mr. Lyons pointed out that Indiana bent crab grass occurs on unbalanced soils and that if soils were limed less crab grass would occur. He stressed that a doctor would not prescribe without proper diagnosis, and he did not see how landscape men could prescribe soil treatments without proper equipment. With a soil sampler, Michigan State's plant tissue test, Purdue's pH test and a Spurway soil-testing kit, anyone would be able to know accurately what to prescribe.

Thursday morning's program started with an illustrated talk by Prof. J. C. Whister, Swarthmore College, on the evaluation of flowering crabs. Swarthmore College has one of the finest collections of crabs, and the color slides shown were excellent. He pointed out that the Asiatic group is free-blooming, with conspicuous small fruit. The American varieties have larger flowers and fruit, but are not quite so attractive. Widespread confusion in the flowering crabs occurs because of the practice of growing from seedlings and because of incorrect labeling.

Business Meeting

At the business session, Past President I. J. Mathews presided. The report of Secretary Mary Stump on the financial status of the association showed a balance January 1, 1951, of \$1,538.81; receipts of \$2,427.06; disbursements of \$2,349.79, and a balance December 31, 1951, of \$1,616.08.

The report of I. J. Mathews, chairman of the legislature committee, told of success in removing the personal property tax on nursery stock from the statute books.

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10-lb. drum 51¢—individually packed . . .	\$ 5.33 each
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